

TOBER 22 1996

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# THE TIMES

35P

No. 65,716

WEDNESDAY OCTOBER 23 1996

## GET IN STEP

Boots are a girl's best friend this winter  
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## WILLIAM REES-MOGG

The Catholic bishops are talking through their mitres  
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Fulham frolic in the Big Top  
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## NIGELLA LAWSON

All Sarah Taylor needs is love  
PAGE 17

## Rates aid for struggling post-office

# TV cameras to monitor village life

BY ALICE THOMSON AND PHILIP WEBSTER

VILLAGE life could be monitored by video cameras under new powers to be given to parish councils to prevent rural crime. Parishes will also be allowed to pay for special constables, to use rates money to improve home security for vulnerable people, and to provide local transport. At the same time, struggling village post-offices and corner shops will be given a £5 billion lifeline — with the rates for some shops halved — under government plans to improve rural life to be announced in the Queen's Speech today. At the moment, Britain's ten thousand parish councils are allowed to deal only with issues such as allotments, bus shelters and litter bins. But ministers believe that giving them more responsibilities would be one of the best ways to tackle crime. Under the Bill to be introduced by the Environment Secretary John Gummer, they would be encouraged to work more closely with the police. They could contribute to the costs of recruiting, training and equipping neighbourhood special constables, or they might spend their rates on video surveillance and other security measures. They would also be given a greater say in planning applications and be allowed to advertise bus services, give taxi fare concessions and set up car-sharing schemes. The costs of such powers would be modest, and would be financed through the parish precept which is added to the local

council tax bill. "The Bill aims to shift responsibility from county and district councils and Westminster down to the grassroots," an Environment Department official said. Thousands of struggling village post-offices, which are closing at the rate of one a day, and general stores would also get help. Shops will qualify for 50 per cent rate relief if they are the sole retail outlet in a village with fewer than 3,000 inhabitants and if they have a rateable value of £5,000 or less. This should save some 6,000 local shops an average of £500 a year, and local authorities will also have the power to remit rates altogether. The mandatory 50 per cent cut would be financed wholly by the Treasury, but district councils would have to meet 25 per cent of the cost of any further relief. The move was welcomed by Colin Blake of the National Federation of Sub-Postmasters, who said: "This is very good news. Many post-offices are struggling to keep going. They are the last bastion once the school, the chemist and the pub have gone. They are often the last means of holding village life together." Ben Plowden of the Council for the Protection of Rural England, also said that any help was welcome, but added: "There are a lot of other pressures on them which need to be dealt with, such as out-of-town supermarkets which take away their custom." The Bill to boost village life will be one of 13 announced in the Queen's Speech at the start

of the last parliamentary session before the general election. John Major will hail the programme as one for "decent hardworking men and women" and cite the new powers for parish councils as an example of the way the Government was trying to create opportunity for all while emphasising a greater sense of personal responsibility. The battle for the moral highground — brought into sharp focus by the Frances Lawrence manifesto this week — appears certain to dominate today's Commons debate in which Tony Blair will attack the Government's record on crime and other issues. In a direct reference to Mrs Lawrence's campaign he will say that "a fractured society will not be healed by the people who fractured it". The atmosphere was further strained last night when Labour criticised the Government for leaving proposals to combat stalking and child abuse out of the Crime Bill and relying instead on private member's Bills to get them through. Today's programme will contain Bills to crack down on benefit fraud and crime, and a big education Bill to allow grant-maintained schools to select up to half of their pupils. There will also be legislation to establish a national crime squad, to improve safety at seas, and to make firms rather than the taxpayer bear the burden of compensation payments for accidents at work.

Playing politics, page 9



Sarah Holt, left, and Sophie Bird after their release yesterday. The Court of Appeal ruled that they were foolish, but had suffered enough

## Scared women freed after week in jail

By MICHAEL HORSNELL  
TWO women jailed for contempt because they were too frightened to give evidence against a man accused of causing grievous bodily harm were freed by the Court of Appeal yesterday. Sarah Holt, 20, had refused to testify against her former boyfriend, Alex Fryatt, who was accused of beating her unconscious. She was jailed for three months for contempt at Chelmsford Crown Court after the case against 19-year-old Mr Fryatt collapsed. Her friend, Sophie Bird, 22, was sentenced to two months. But yesterday the Court of

Appeal ruled that the trial judge had not followed the correct procedures. The women had been foolish and contributed to their predicament by not making the trial judge aware of the intimidation to which they had been subjected, but after hearing "the clang of the prison gates" closing behind them a week ago they had suffered enough. The appeal court had been told that Miss Holt had a stormy relationship with Mr Fryatt, who had convictions for violence, and she had on several occasions called the police to get him out of her flat. On April 12, it was alleged,

he burst into the flat, and attacked her. She was punched, kicked and had CS gas sprayed in her face, suffering a broken jaw and bruising which caused her to spend six days in hospital. While there, she gave a statement to the police, but she then became the victim of a series of threats, including one with a knife. In his judgment, Lord Justice Roch said that Mr Fryatt's defence "would have proved incredible to a jury", but without the women's evidence, the case was bound to fail. "This was a serious case and the person responsible for Miss Holt's terrible injuries is a dangerous person who

should be punished and put where he would not be able, for a substantial period of time, to inflict such injuries on other young women." But Judge Pearson had not followed guidelines relating to reluctant witnesses. He should have adjourned the trial overnight with a clear warning to the women about their refusal to testify, Lord Justice Roch said. But instead, he accepted that the case against Mr Fryatt had collapsed and held the two women in contempt. Lord Justice Roch concluded: "These young women are of good character and have been subjected to a terrible

attack, in the case of Miss Holt, and frightening behaviour on more than one occasion. They have been foolish, but have been in prison for more than a week and have suffered the trauma of hearing the clang of the prison gates behind them." Afterwards Miss Holt's grandfather, Len Holt, said: "The girls are very nervous but delighted to be out. They are thankful the appeal court has seen fit to correct an injustice. They are young girls who have been extremely frightened." The two women, from Waltham Abbey, Essex, were driven away by representatives of The Sun.

## Franco-German plan for EU veto

France and Germany urged Britain to accept a scheme for side-stepping the EU national veto or face other countries uniting in common actions outside the Union. The proposal would allow members to pursue greater integration in foreign affairs, defence and justice. Page 2

## Double your luck

Plans for a National Lottery draw on Wednesdays in addition to Saturdays will be announced today by Sir Peter Davis, director of Oflot, the lottery watchdog. Page 6

## Letters charge

A British subsidiary of stockbrokers Merrill Lynch was sent letters allegedly forged by a copper trader who has been charged. Page 25

## Government faces defeat as Lib Dems opt for guns ban

By PHILIP WEBSTER, POLITICAL EDITOR

THE Government's hopes of avoiding defeat over its new gun control curbs suffered a blow last night when the Liberal Democrats came out in favour of an outright ban on handguns. The overwhelming view of the party's 26 MPs was that there should be a full prohibition. Jim Wallace, leader of the Scottish Liberal Democrats, announced after a meeting of MPs at Westminster last night. They will be given a free vote and Mr Wallace called on the Government to allow Tory MPs similar freedom. Nearly all the Liberal Democrat and Labour MPs are likely to vote for a ban not only

on larger handguns but on also the 22 pistols which the Government had hoped to exempt provided they were kept securely at licensed clubs. Last night's decision means that a relatively small rebellion by Conservative MPs could mean defeat for ministers on one of the key Bills to be announced in the Queen's speech today. Mr Wallace said the Liberal Democrats had been influenced by the attitude of the Police Federation over the practicability of enforcing the Government's proposals. "In addition, given the stringent requirements on gun club security, the Government's

position was tantamount to an outright ban and therefore unsustainable." Last week the Government announced that 80 per cent of handguns would be banned and the rest could now suffer the same fate. The British Shooting Sports Council, which covers ten associations representing about a million people, is urging members to lobby their MPs and will hold rallies over the Government's proposals. The council is also gathering information from clubs and gun dealers to assess the cost of a ban — and plans to take the fight for compensation as far as possible.

## Teachers in vote to expel 60 pupils

By DAVID CHARTER AND KATE ALDERSON

COUNCIL officials have appealed to parents not to withdraw their children in panic from a south Yorkshire school, where teachers are voting today on whether to take strike action to have 60 pupils expelled. Staff at The Ridings School in Halifax, south Yorkshire, drew criticism from Labour local authority leaders, as Government inspectors were put on alert to save the school from chaos and officials from Calderdale Council made a plea to parents not to panic. The Labour-controlled Association of Metropolitan Authorities said the teachers had to share part of the blame for

the school's poor performance. Meanwhile Gillian Shephard, the Education and Employment Secretary, demanded an urgent report from the Council outlining its rescue plan for the school. The 38 teachers to be balloted today on strike action want children they deem "unteachable" removed, but reports that 61 troublemakers had been identified for expulsion were played down yesterday. The union said a hardcore of 15 should be removed immediately. Two tribes, page 3  
Nigella Lawson, page 17  
Leading article, page 19

## How you argue is the key to marital success or failure

By DOMINIC KENNEDY  
SOCIAL AFFAIRS CORRESPONDENT

A PROFESSOR has devised a test to predict which couples are destined for divorce by observing the tactics they use to win arguments. Howard Markman, who has studied 1,000 bickering husbands and wives, told a conference of marriage guidance counsellors in London yesterday that he could predict nine out of ten divorces. Couples are most at risk if they walk away from arguments or let little issues escalate into major disputes. However, a man who resorts to a stormy sally has learnt patience and can tame his temper, which may mean a long and happy marriage. Men are more physically angered by arguments than

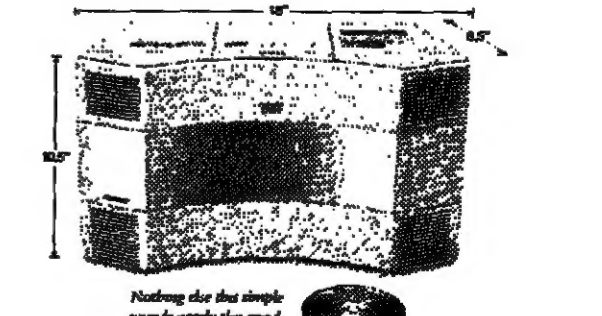
women, and sighing helps to calm them down. One of the tactics which indicates a high risk of divorce is known as "Beam me up, Scottie" or the "Appeal to God". The husband, tired of his wife's nagging, looks up as if hoping for divine intervention to remove him from her range of fire. Another risky method, favoured by men, is to end an argument by telling their wives: "I give up, have it your way. Just say what you want and I'll do it." Professor Markman, of Denver University, said: "We know from Neville Chamberlain and Hitler that appeasement doesn't work. It's like saying 'You take Poland and Czechoslovakia and just leave us alone'." Appeasement often leads to pursuit — the wife, frustrated that her husband has

failed to rise to her bait, throws worse complaints at him in the hope of forcing a response. "If you are not being heard, you increase the volume," says Professor Markman, author of *Fighting for your Marriage*. Escalation is another danger sign: a dispute over a trivial issue quickly grows much more serious. "You start off disagreeing about how to put the soap in the dishwasher and wind up talking about leaving." Worst is character assassination — a devastatingly hurtful remark such as a wife telling her forgetful husband: "You should test for Alzheimer's." A cruel jibe like that can take 20 acts of kindness to undo. Continued on page 2, col 4  
Leading article, page 19



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# Franco-German alliance urges end to EU veto

FROM CHARLES BREMNER  
IN BRUSSELS

FRANCE and Germany urged Britain and other less committed states yesterday to accept a scheme for side-stepping the national veto in European Union affairs or face the prospect of more eager member countries banding together in common actions outside the Union.

Ministers from the two core EU states delivered the warning when they tabled a Franco-German plan which would allow member states to pursue greater integration in foreign affairs, defence and justice.

The Bonn-Paris scheme for a more flexible union, published last week, is designed to allow more enthusiastic states to forge common policies free from obstruction by governments wielding the veto. Britain favours the principle of creating a more flexible Union in the revised Maastricht treaty, now under negotiation, but is refusing any dilution of the national veto. Already worried that European monetary union could create an elite EU "hard core", the Government wants to retain a say in every decision to set up special arrangements.

That right would be absent from the Franco-German scheme, but it could come into being only if all EU states approved it at the Maastricht

Michael Portillo has decided that Britain must go ahead with Nato partners in developing a ballistic missile defence system to protect alliance troops. In a speech in Brussels today, the Defence Secretary will map out for the first time his belief in a "theatre" ballistic system, despite the huge cost.

Why Nato must not go soft, page 18

review, the inter-governmental conference.

Michel Barnier and Werner Hoyer, the two ministers for European affairs, depicted the Franco-German plan for "reinforced co-operation" as the alternative to a future in which frustrated, federal-minded states would start acting together outside the EU, essentially creating a rival machinery.

Paris and Bonn had no ulterior motives, M. Barnier insisted. They were just working to ensure that an EU of up to 27 members in the next century developed as an economic and political power. British participation in closer co-operation would make a stronger union, said Herr Hoyer. "I wouldn't be surprised if the United Kingdom co-operates because the idea of

flexibility is something it agrees with."

The Franco-German plan evolves from the fact that a variable-speed system already exists. Monetary union is the main example of a flexible scheme inside the EU, although membership for qualified states is not voluntary, except for Britain and Denmark. The continental powers want to avoid a repeat of joint actions completely outside the Union, such as the Schengen accord, which groups Germany, France and five other states in a system for frontier-free travel.

Herr Hoyer made clear, however, that the prime aim of his plan was to end the obstruction to EU integration that came mainly from London, as Britain was the only state which opposed any dilution of the veto. The German junior minister, who negotiates for Germany on the IGC, has been outspoken in recent months in charging Britain with obstructing the desire of the rest of the EU to move to deeper integration.

His view on the veto, shared by a majority of EU states, was reinforced yesterday by Jacques Santer, President of the European Commission. "I cannot see how we can continue with unanimous voting in a Union with 20 or more members," he told the European parliament.

The Franco-German plan, drafted under the orders of Chancellor Helmut Kohl and President Chirac, would clear the way to common actions in such areas as foreign policy and the creation of a European defence force for those countries wishing to take part. Once signed up to such a scheme, participating countries would be bound by majority voting but they could not prevent any new members from joining. The Commission would continue to play its existing role as executive and initiator of legislation within the reinforced groups and the European Court of Justice would adjudicate in disputes.

Finance for common actions would be found only by participants, but the Commission's costs would continue to be footed by the EU budget.

## Danes block move to fight Cuba trade law

BY CHARLES BREMNER

DENMARK yesterday decried the EU's hitherto smooth-running drive for joint retaliation against an American law that seeks to punish foreign firms that trade with Cuba.

Citing qualms over sovereignty, Copenhagen said it would veto measures, due for adoption by foreign ministers next week, to block the effects of the Helms-Burton Act. This, among other things, allows Americans to sue European companies that are deemed to be "trafficking" in Cuban

property confiscated by the Communist state since 1959. It also enables the United States to bar travel there by executives of such firms.

Insisting that its decision was final, the Danish Government said it believed that the EU move to order blocking legislation throughout the union infringed on its sovereignty. The issue is especially sensitive in Denmark because a citizens' group is pursuing the Government in the courts for handing too much sovereignty to the EU.



Musicians and 14 children from Dunblane, including brothers and sisters of Thomas Hamilton's victims, at Abbey Road Studios in north London to record a Christmas version of Bob Dylan's 'Knocking on Heaven's Door' with an anti-gun message

## Spending watchdog criticises rail sell-off

BY VALERIE ELLIOTT  
WHITEHALL EDITOR

MINISTERS turned down a proposal for the taxpayer to share in profits made after rail privatisation, according to a National Audit Office report published today.

Evidence given to Sir John Bourn, the Comptroller and Auditor-General, showed that ministers blocked a plan from the rail franchising director for any excess profits to be shared between the private train operator and the taxpayer. Sir John also criticises the £39.6 million paid in advisers' fees on rail privatisation, which defied Treasury guidance.

On the decision to waive profit-sharing for the taxpayer, his report says: "Ministers took the view that while there might be drawbacks in presentational and value-for-money terms in not being able to claw back super-profits, these were outweighed by the value-for-money incentive arguments for a more substantial transfer of risk and reward to the private sector."

Ministers argued that by allowing the new private rail companies higher rewards which would help them to run more efficient services, they would encourage lower levels of subsidy.

Sir John complains about the failure to set spending limits on the fees of firms involved in the sell-off.

He said he was unable to say whether the rail sell-off was providing passengers with better services and that it could take several years to gauge whether the public were getting a better deal from the new companies than from British Rail.

## Firemen 'set town alight to stay busy'

Firemen in a quiet Scottish town deliberately started blazes to give themselves something to do, Cupar Sheriff Court in Fife was told yesterday. They set fire to a primary school, a commercial garage, farm buildings and a garden shed.

Sentencing was adjourned on Mark Anderson, 29, a part-time fireman at Newburgh, who admitted four charges of fire-raising, and on Thomas Fyfe, who admitted one charge. A third man is being investigated.

## Wrens to stay

Royal Navy chiefs made it clear yesterday that women will continue to serve at sea, despite allegations of "sex romps" on board a frigate. Sources said reports of prohibited sexual encounters between Wrens and crewmen on HMS Northumberland would be investigated.

## New Manchester

A vision of Manchester as a European city with a vibrant street life centred on pavement cafes and new squares was unveiled when models by five teams of architects and planners competing to redesign the city centre damaged by an IRA bomb in June went on show.

## Patient escapes

A dangerous psychiatric patient was being hunted by police last night after escaping from a secure hospital for the criminally insane in Leicester. The public were warned not to approach Jason Fielding, understood to be the eleventh escapee from Arnold Lodge since 1993.

## Firebomb alert

Bomb squad officers defused an incendiary device sent to Judge Lockett at Preston Crown Court. It is understood that detectives are linking it to similar devices sent recently to Lancashire County Council headquarters, social services and a family protection unit.

## Home win

The Arsenal and England footballer Paul Merson and his wife Lorraine are to sue a marriage counsellor rather than split up. Last week they said that the player's rehabilitation from cocaine, alcohol and gambling had put such pressure on the marriage that they could not go on.

## Photos banned

Diana, Princess of Wales has ordered a ban on photographs of her dancing at a charity ball in Sydney next week. About 850 people have paid £500 each to attend the event in aid of heart research. It was not clear if the ban extended to Australian television, which will be present.

## Opera's plea

Welsh National Opera won High Court permission to seek a judicial review over the Department of the Employment's refusal to grant a work permit to let the Chinese violinist Yi Wang, 27, join its ranks as number-four first violinist and occasional leader of the orchestra.

## Back from dead

Paul Cunningham, the backpacker thought to have died from a drugs overdose in the Far East after a passport mishap, was reunited with his family at Oadby, Leicestershire. He returned days before his scheduled funeral. "We've all been through an amazing ordeal," he said.

## Pizza penalties

The footballers Gareth Southgate, Stuart Pearce and Chris Waddle have been paid about £100,000 each to star in a Pizza Hut advert, to be screened next month, making fun of their England penalty misses. All three have missed crucial spot kicks in the past six years.

## Clues to marital success and failure

Continued from page 1

put right, Professor Markman, who bases his theories on 20 years of research, made videotapes of engaged couples having arguments.

Then he uses the tapes to predict who would have a happy marriage and who would eventually find themselves in the divorce court.

"Couples who are destined to divorce are more likely to hurl insults at one another and the men are more likely to withdraw," he said.

"We find over time that one insult or character assassination erases five, ten or even twenty acts of kindness in a relationship."

The way couples argue is more important in predicting their chances of divorce than how much money they have, their attractiveness, sexual compatibility, optimism or how much in love they are.

Couples who marry in their teens or whose parents are divorced are at an increased risk of failed marriages. Most marital rows happen in the

kitchen "where there are lots of dangerous instruments". The most common subject of a dispute is money, with children, careers, clothes and in-laws the next favourite topics.

Professor Markman's solution, which was outlined at the conference, organised by the marriage research charity One Plus One, is for couples to have weekly meetings at which they can air their grievances.

Leading article, page 19

## Labour is jittery, but polls flatter to deceive Tories

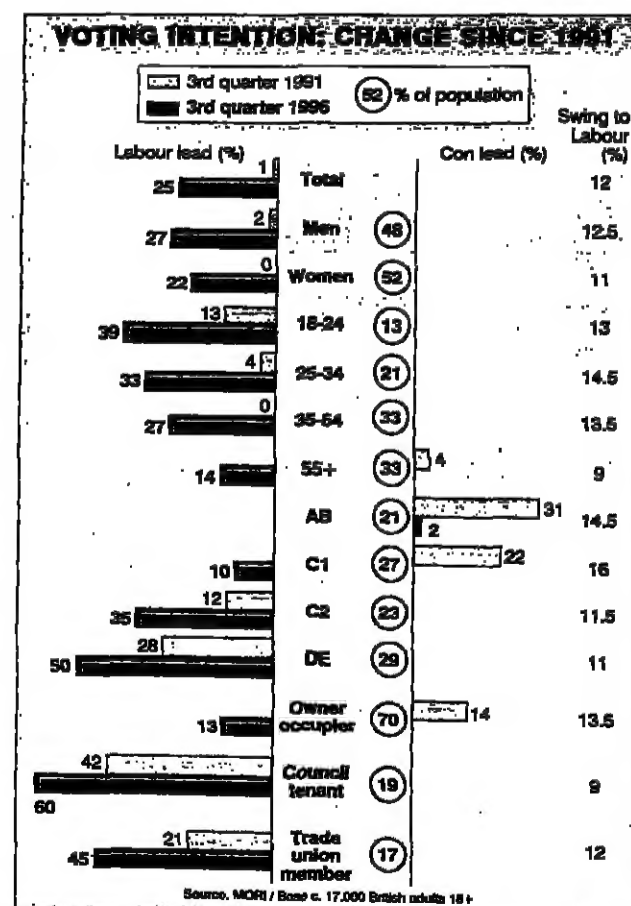
BY PETER RUSSELL

LABOUR MPs are jittery. An NOP poll in *The Sunday Times* suggests a sharp drop in their lead from 23 to 14 points over a fortnight. But Labour leaders do not need to panic. There is no evidence yet of a significant change in public attitudes towards the parties. The Tories still have a mountain to climb.

Some so far unpublished polls taken by other organisations over the past ten days do not suggest that there has been any sizeable change in support. The shift in the NOP survey partly reflects a comparison between a poll taken in the aftermath of Tony Blair's successful conference speech and one taken after the Tories' success in Bourne-mouth. The polls quite often bounce around during the conference season.

Tory support has been recovering for almost two years, but only very slowly and patchily with gains one month partly reversed the next. Since the spring, two trends have been clear: economic optimism has picked up and the Tories have won back support in professional and managerial groups.

The scale of the problem still facing the Tories is brought out by the chart prepared by MORI on the basis of 17,000 people interviewed between July and the end of September. MORI has compared the position with the third quarter of 1991, at the same stage of the last Parliament. In 1991, Labour had a lead of just one point. This year it is 25 points. Among 25 to 34-year-olds — more than a fifth of the electorate — the Labour lead was four points then and 33 now. The other biggest differ-



ences over the five years are among white-collar workers and owner-occupiers.

The Labour lead among these groups is certain to be much narrower on polling day, but that is not the point.

The key feature of the recent polls is that, despite month-to-month variations and a slow Tory recovery, Labour retains an unprecedentedly large lead for so late in a Parliament. The Tories are running out of time.

# "Have I said too much?"

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مكتبة من الأصل



Failed merger led to fights, attacks on teachers and resignation of tired head

## Two tribes went to war on day doomed school opened its doors

By DAVID CHARTER AND PAUL WILKINSON

BATTLE lines were drawn between two rival tribes of pupils on the day The Ridings School opened, triggering its decline into one of Britain's lowest-achieving schools.

The school in Halifax, west Yorkshire, was created in January 1995 by a bitterly contested merger of two unsuccessful secondary modern schools, Holmfild High and Ovenden High. Both languished near the foot of examination league tables and were shunned by aspirational parents.

Ovenden won an acrimonious campaign to house the new school in its drab 1950s buildings on a red-brick council estate. A sixth form was planned to encourage an A-level culture and raise hopes in an area of high unemployment. But neither pupils nor some teachers seemed prepared to make it work.

The Ridings opened amid a

mood of great optimism from its head teacher, Cambridge-educated Karen Stansfield. She told a local newspaper: "We are aiming for success for everybody at every level. We have experienced staff who know the children extremely well and who are committed to the new school and have a wealth of experience. A new head of a new school could not ask for more."

"It is a wonderful opportunity for everyone concerned because we are looking to the 21st century. We are going to be a very successful school." Last week Mrs Stansfield, 43, handed in her notice, saying she was exhausted.

From the start, although called a comprehensive, The Ridings lost the brightest children to two nearby grammar schools. Its pupils remained stubbornly loyal to their rival alma maters and formed two tribes

which had little appetite for the merger. Moreover, the combined staff did not "gel". Examination performance was soon worse than at either of the closed schools.

Pupils and parents told yesterday of a system out of control, with a breakdown in discipline, regular vandalism and contempt for teachers.

Mark Varley, 14, said: "The teachers are useless. The school is rubbish, they should pull it down and start again."

Gareth Nibbs, 14, said: "I do want to learn, but the teachers do not have the right idea."

Both boys said rivalries between the two former schools were entrenched.

"Kids are always fighting in the corridors," said Mark. "Ovenden and Holmfild were already rivals, we played each other at football and kids from one school would always have a go at the others. Now they have put us all together in one place. It's mad."

He claimed that pupils, some as young as 11, smoked in class and ignored instructions from their teachers or argued with them. Some children thought it fun to trigger the fire alarms or turn on fire hoses and others had filled cans with urine and rolled them across the classroom floors.

The 700 places at The Ridings have never been full. Just a dozen teenagers stay on for the sixth form. Mrs Stansfield's hope of a new beginning with a £4.5 million dowry from Calderdale council for extra science labs, offices, an arts workshop, sports hall and a learning resource centre, has remained largely unfulfilled.

A third of the pupils left without a single qualification



Sarah Taylor, a mother at 13, was expelled; Karen Stansfield, the head teacher, quit as her hopes were dashed.



Gareth Nibbs, left, and Mark Varley, both 14, who said pupils smoked in class and fought in corridors

last summer and just two of the 148 fifth-formers achieved five GCSEs, putting the school among the bottom ten for examination results in the country.

Then earlier this term 31 of the 42 staff, members of the National Association of Schoolmasters and Union of Women Teachers, voted to strike if they were forced to teach a difficult 13-year-old pupil, Sarah Taylor.

Sarah had been expelled in March for pushing a teacher but reinstated by an independent appeal panel. Ten days ago she gave birth to a daughter, Chloe Melissa. Her mother had allowed Sarah's

boyfriend, an older pupil from The Ridings, to stay over with her from the age of 12.

Days before the planned walkout, her mother withdrew her and she is now being taught at home in a deal worked out by the council.

However, three serious assaults on teachers in a week led them to organise a second strike ballot, this time calling for mass expulsions. One female teacher was thumped on the arms and chest, a male teacher had a firework thrown at him and another needed hospital treatment after being pelted with stones.

In all, 61 troublemakers have been identified but the

teachers would settle for expulsion of the hard core. Mrs Stansfield expelled a dozen pupils, some of whom were reinstated by the local authority. But it was not enough.

Mark Varley added: "The teachers don't do much. They are mostly scared of the kids who just tell them to get lost. Lots of kids have been suspended, ten last week, and several have been expelled. Last week four boys got suspended because they threw a firework in a teacher's face. Some of the teachers are all right but most are useless."

Parents are desperately trying to find places elsewhere. Gillian Scorgie, 32, kept her

12-year-old son Peter at home pending a transfer to another school in Halifax.

She said: "He is bullied at The Ridings and the teachers seem to do nothing. They told me to send him back for the last couple of weeks before half-term but he did not want to go. He is not rough and ready like the others."

"He came home in tears the other day after some lad attacked him. The school didn't seem interested."

Peter said: "I wish I could go to school, but I don't want to go back there."

Nigella Lawson, page 17  
Leading article, page 19

## Mother defeats cellmate's claim on son's will

By A STAFF REPORTER

A SECOND World War refugee aged 80 can return to her native Poland and "live like the Queen" after a High Court judge upheld her claim to all of her adopted son's estate.

The judge overturned a will made by Wanda Wisniewska's son, leaving half his property to a man he met in prison. Included in the legacy was half of Mrs Wisniewska's £190,000 home in Chiswick, London, which she had given to the son she dated in 1990 in the belief he would survive her. However, Mr Davenport, whom she had adopted as a baby in Eastern Europe at the end of the war died aged 49 in February 1994 from cirrhosis of the liver. He had been a heroin addict and an alcoholic and was also addicted to methadone.

In 1992 he left everything to his mother in his will. Mr Davenport told her that if he should die before her, she could sell the house and "live like the Queen" for the rest of her days in Poland.

It was only after his death that Mrs Wisniewska discovered that he had signed a will a month before he died leaving half of all his goods to Brian Brunyee, his best friend whom he had met in prison in 1969 while they were both serving sentences for drug fraud.

Yesterday Judge Hazel Williamson, QC, upheld the validity of Mr Davenport's earlier will. She said Mr Davenport had been extremely ill when he signed the later will and ruled that he had lacked the testamentary capacity to do so.

At the time he was heavily addicted to medication and his weight had shrunk from a strapping fourteen-stone to seven stone, she added.

Mr Brunyee, an unemployed married father, from Hyde Park, near Doncaster, had insisted that Mr Davenport had wanted to reward him for his friendship over 20 years by remembering him in his will.

But the judge said she doubted whether the question of the estate being divided up equally was one that was ever actively discussed between Mr Davenport and his friend.

## Bed shortage means stalker will remain near his victim

By KATHRYN KNIGHT

A DANGEROUS stalker will remain just a mile away from his victim because of a national shortage of secure mental-hospital beds.

Yesterday a judge had to adjourn sentencing of Clarence Morris, a convicted rapist with 45 previous convictions, in the hope there would be a bed available at Rampton High Security mental hospital by Christmas.

His victim, the dental nurse Perry Southall, whom he stalked obsessively for eight months, was said by her family to be very distressed by the realisation that Morris will have to be kept in a medium-security unit in Hackney, east London, near the house she shares with her parents.

At Southwark Crown Court, Judge Butler said that moving Morris to Rampton indefinitely was essential for the protection of the public from serious harm, but was told that while Morris was "top of the list", there would be no bed available for at least two months.

The case has already attracted national controversy after the defence barrister David Stanton suggested that Miss Southall had invited male attention by exploiting her resemblance to the "sexually active" *Baywatch* TV actress

Pamela Anderson. As such, she "ran the risk of being on the unwelcome end of male attraction". After the verdict, Judge Butler dissociated himself from the comments.

Morris, from Poplar, east London, became infatuated with Miss Southall when he saw her at a Whitechapel dental surgery. During a total of 200 incidents, he bombarded her with letters, followed her and threatened her with a wallpaper scraper, leaving her

unable to sleep and suffering pains in her abdomen and joints.

He was found guilty of causing actual bodily harm after a jury decided her psychological damage amounted to physical injury. In court, the psychiatrist Professor Jeremy Coid said that Morris was suffering from schizophrenia and a psychopathic disorder, but would be unable to go to Rampton as the judge had planned: "Rampton is totally

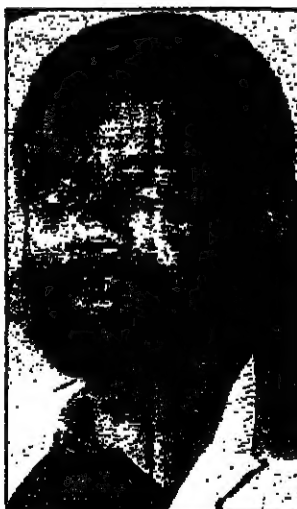
full. There are no beds available."

"The defendant is top of the list but I can't say exactly when a bed will be available."

Outside court, Professor Coid said there was an "acute shortage" of beds in both medium and maximum-security psychiatric units. He blamed bureaucratic procedures. He added that hospitals had been swamped with patients after a decision by the Department of Health and the Home Office to treat mentally ill prisoners in hospital rather than in prison.

There are three maximum-security mental hospitals nationwide. Rampton has 500 patients and a waiting list of nine. A spokesman said their problem was a shortage of beds in medium-security hospitals, which meant they could not release patients who no longer needed high security: "It is a difficult situation because we have patients who need to be discharged."

Miss Southall's father, Mark, said: "She had relaxed slightly after the verdict, but now she feels very distressed after realising that he's so close. She feels very, very uncomfortable and has told me she won't be able to rest until she knows he is safely in Rampton."



Morris and his victim, Perry Southall. Her father said: "She feels very distressed that he's so close"

## Father 'just froze' as son was beaten to death after challenging his tormentors

By ADRIAN LEE

A FATHER told a court yesterday that he saw his son kicked and beaten to death on the driveway of the family home. Anthony Erskine, 19, had tried to intervene after two young men had taunted his father.

Harry Erskine, 53, of Stratford-upon-Avon, Warwickshire, told Birmingham Crown Court: "It was as if he was like a football. They crouched down to start punching him. That is when I just froze. I just couldn't believe what was going on."

Mark Hemmens, 20, also known as Mark Gough, and a 16-year-old who cannot be named, deny murder.

Mr Erskine said he had been walking home when Mr Hemmens taunted him. There had been previous incidents involv-

ing him and the youths, both of whom he had known since they were boys. "As I was walking past he commented, 'Erskine, I hate your guts'. I then walked on and he said again, 'I am talking to you, Erskine'."

When he reached his home, Mr Erskine had told his son that Mr Hemmens had been "shouting his mouth off". Mr Erskine told the court: "He said, 'Should I go and sort it out dad, should I go and talk to them?' I said, if you want. He said, 'I will go and talk to him. I will sort it out'. Off he went."

Outside, Mr Hemmens had thrown down his bike and walked towards his son, one of twins. Mr Hemmens had begun pushing Anthony, a stockroom assistant at a department store, knocking

him back onto the grass. "Hemmens then started kicking him to the groin. There were several kicks," Mr Erskine, a factory worker, said. The 16-year-old had joined in, kicking Anthony in the head.

Mr Erskine said he shouted to his oldest son, Gary, 23, for help. The two youths ran off, leaving Anthony lying still on the ground. Gary Erskine said: "There was blood on his face. He was clenching his stomach and his breathing was quite strange. There was a gurgling sound coming into his breathing."

Cross-examined by Richard Wakerley, QC, for the 16-year-old, Mr Erskine denied that Anthony at first had the upper hand in the fight. He denied that the 16-year-old had never kicked his son.

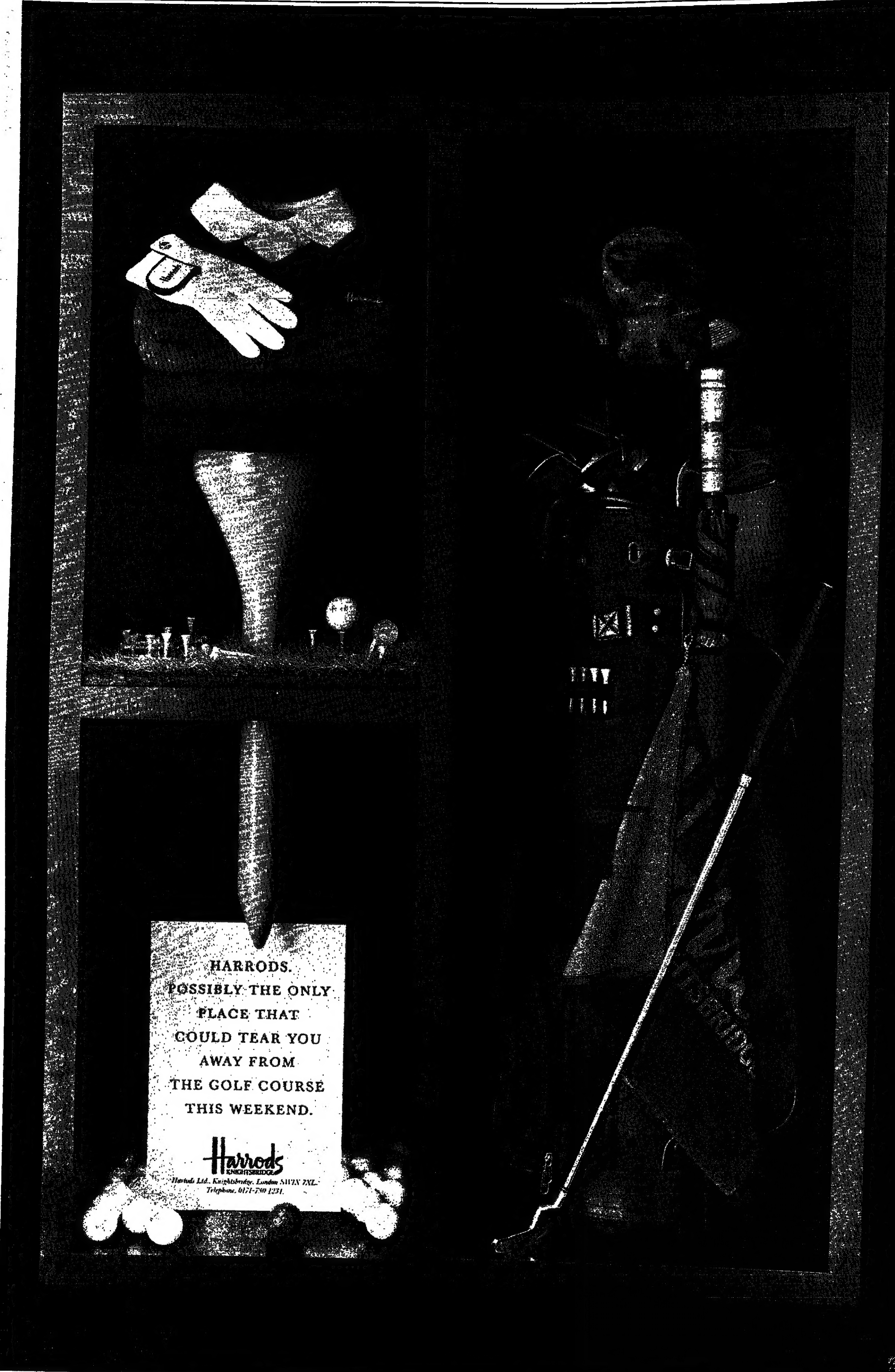
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## 'Brilliant' pupil found dead in bed Oxford student, 18, may have died from cot death syndrome

By TIM JONES

A FIRST-YEAR Oxford student found dead in her college bed may have died from the adult form of cot death syndrome. Rachel Steer, 18, was found in bed in her room at St Hilda's, the University's last all-female college, on Monday morning.

The Classics student, described as "wonderfully bright and cheerful", was last seen by the new friends she had made on Saturday evening. Her body was discovered after fellow students became concerned when she failed to attend a lecture.

A post-mortem examination carried out yesterday proved inconclusive, although it is understood that no signs of drugs were found. A police spokesman said: "There are no suspicious circumstances. The signs are that this was a tragic death of a bright girl from natural causes."

It is understood that the coroner's investigation will examine the possibility that Miss Steer died of cot death syndrome, which is normally associated with babies. Although the pathologist has sent samples for further testing, it is believed these do not involve tests for toxins.

Last week, Naomi Timms, 17, a student at Middleton Cheney College, Northamp-

tonshire, was found dead in front of a television. Her friends were told that the adult form of cot death syndrome was the probable cause.

Yesterday Miss Steer's parents, Clifford, 42, and Christina, 41, left Oxford for their home in Surbiton, southwest London, after speaking to Jane Taylor, Dean of the College. Dr Taylor said: "Naturally, they are devastated by what has happened. They were talking about her throughout the morning. I don't know whether Rachel suffered from any illness. She was just a normal, healthy teenager. Her death is completely puzzling."

Miss Steer's fellow students were informed of her death by the principal, Elizabeth Llewellyn-Smith, as they sat down for dinner on Monday evening. Rachel, who had been at Oxford less than two weeks, wanted to become a barrister. At Tiffin Girls' School, Kingston-upon-Thames, she was regarded as an extraordinarily talented student who was destined for an outstanding career.

Her grandmother, Carolina Galdi, said yesterday: "I received a postcard from her a few days ago in which she said how much she was enjoying her new life. She said she had met some new people and was

going to have a meal with her teacher."

Mrs Galdi said Miss Steer, whose parents run a card shop, was reading newspapers by the time she was three. She had gained ten GCSEs and three A-Level grades, including passes in Latin and Greek, to secure her entry into Oxford.

Mrs Galdi added: "We were all so proud of her. She was bubbly, cheerful and never in ill health. There was never any suggestion at any time that Rachel was remotely interested in drugs."

Inspector Simon Punt, of Oxford Police, said: "It is a total mystery. This is a girl who has died in bed and there is no indication as to what has done it. She was in bed, asleep in her pyjamas. It is like she had gone to bed and somebody had just turned the light off. There is no evidence of drugs, drugs, a struggle or anything else."



Martin Amis and his girlfriend Isabel Fonseca, below, and his father's former wives Elizabeth Jane Howard, left, and Lady Kilmer, right.



## Kingsley Amis has the last word as literary world pays its respects

THE LITERATI paid their last respects to Sir Kingsley Amis yesterday at a memorial service as eccentric as any chapter of the old devil's life (Damian Whitworth writes).

Family and friends piled into the church of St Martin-in-the-Fields, in Trafalgar Square, London, but there similarities with services for other great men and women of letters promptly ended.

There was no service paper, no vicar, no blessing, no prayers, no hymns and, but for a burst of jazz to play out the congregation, no music. Guests, who included Salman Rushdie, Dame Iris Murdoch and Sir Kingsley's former wives Lady Kilmer, and Elizabeth Jane Howard, were told by his son Martin that his father had not been a very religious

man. Salmon and cucumber Garriok Club ties were in abundance and, as he did every day at the bar of the club, Sir Kingsley had the last word: a recording was played of his impression of President Roosevelt addressing the British during the Second World War. The guests then adjourned to the Garrick.

Memorial, page 20

## How life simply loses its beat

By DR THOMAS STUTTFORD

THE TRAGEDY of Rachel Steer has reminded everyone that sudden death without obvious cause is not confined to young children sleeping in their cots.

Sudden death is usually referred to as sudden cardiac death (SCD), once other causes have been excluded, such as pulmonary emboli, strokes and overwhelming infections, particularly when associated with exercise. SCD is not used to describe only the death of those who have died of an obvious cardiac cause, such as coronary heart disease, but is also employed to cover those who have had an apparently healthy heart but who are found dead without obvious reason.

In these cases the pathologist is apt to describe his findings after the post-mortem examination as "inconclusive". In these cases, it is usually an euphemism for "don't know". A minor but

potentially lethal abnormality of the mitral valve in the heart is an occasional cause of death that might be difficult to detect at a post-mortem examination.

However, the most likely origin is the sudden onset of a dangerous arrhythmia, when the chambers of the heart cease to beat synchronously and the resulting rhythm is sometimes incapable of sustaining life.

When SCD is the result of an arrhythmia, it may be associated with abnormalities of the system which conducts the impulse regulating the heartbeat, or it may stem from the coronary sinus, the part of the heart that stimulates the beat.

Even strong emotional excitement has been implicated in the precipitation of a fatal arrhythmia. However, in Miss Steer's case, there is every evidence that she had had a happy, relaxed evening.



Award-winners McQueen, left, and Webb of The Times: golden year and a double honour

## Alexander the great is height of fashion

By GRACE BRADBERRY

ALEXANDER McQUEEN, the East London cab driver's son who is now chief designer at Givenchy, is British Designer of the Year.

The award, presented last night at the Royal Albert Hall, sets the seal on a golden year for McQueen, 27, who has had rave reviews for his outlandish shows.

John R. Webb, the Fashion Editor of The Times, won the Fashion Journalist of the

Year award for the second consecutive year.

Nicole Farhi won the award for Contemporary Collections, while Amanda Wakeley took the award for Glamour. The hat designer Philip Treacy was voted Accessory Designer of the Year, and Jaeger won in the Classic Design section.

The Retailer award went to Oasis, and Red or Dead won the Street Style category.

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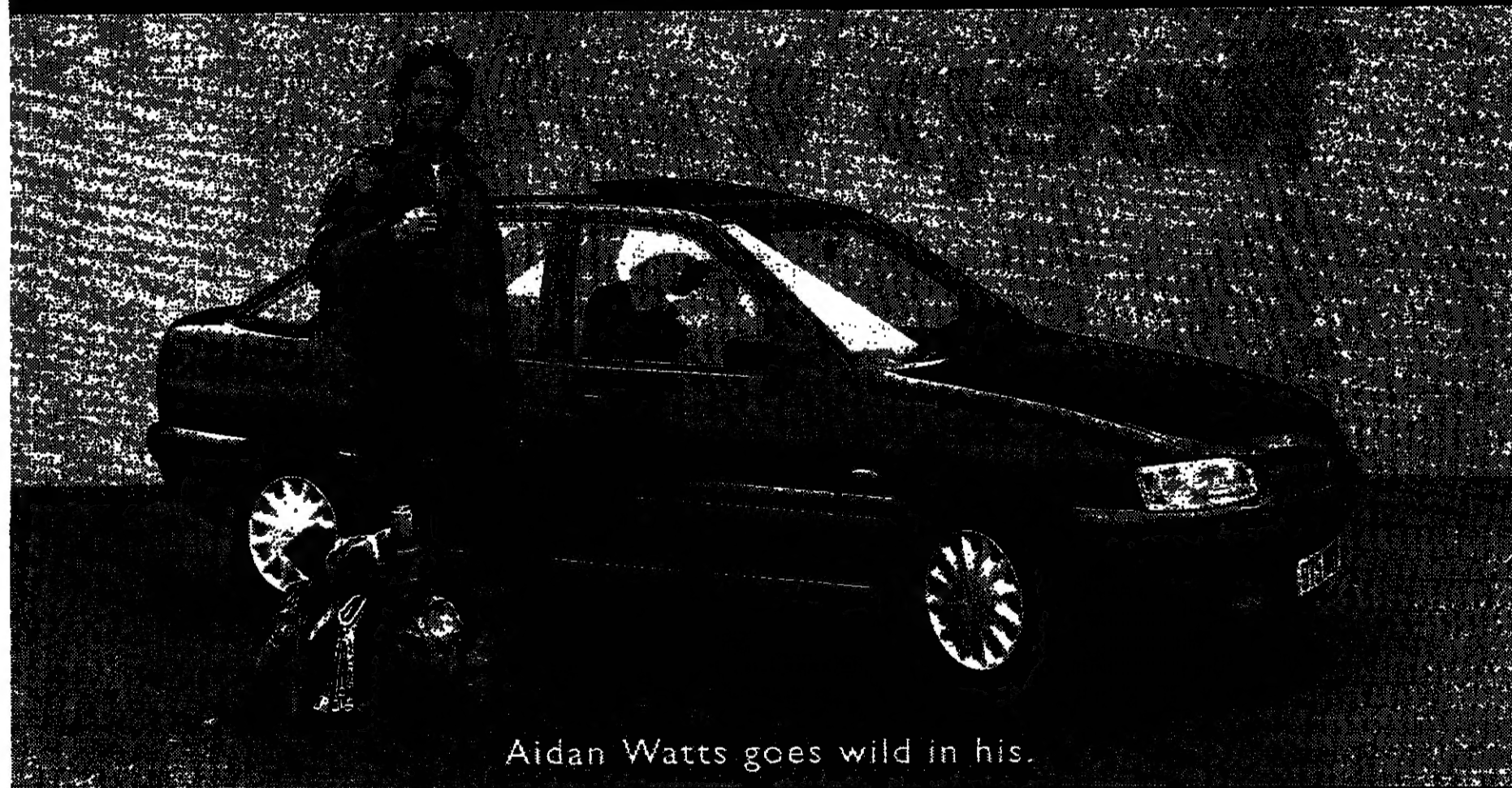
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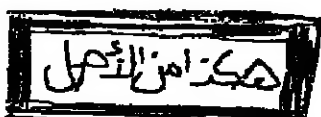
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## Bottomley will not veto twice-weekly plan for lottery

By CAROL MIDGLEY

PLANS for a midweek National Lottery draw will be announced today despite past reservations from the National Heritage Secretary, Virginia Bottomley.

Sir Peter Davis, director of the lottery watchdog Oflot, will unveil the plan for a Wednesday draw in addition to the Saturday draw in the face of criticism from anti-gambling groups, churches and betting shops. Mrs Bottomley, who does not want to be seen to encourage excessive gambling, has the power to veto a second weekly draw but is now thought to be unwilling to attract complaints from the wider public.

A second draw will mean greater income for the operator Camelot and the good causes. But a spokesman for Gamblers Anonymous said: "This is another nail in the coffin. The lottery is undoubtedly an addictive form of gambling. We have members who spend £100 to £150 a week

on the lottery and scratch-cards."

The Rev David Deeks, the Methodist Church spokesman on public issues, said: "I think all the churches will be disappointed, especially if there is another programme on the BBC. The lottery promotes gambling. Having a lottery show on BBC is a free advertisement for Camelot, a commercial company."

A spokesman for the Betting Office Licensees Association said: "This is dreadful news for the off-course betting industry at a time when it is still struggling to recover from the damage done by the weekly draw." He called for a meeting with Treasury ministers.

A further reduction in betting duty and a lifting of bans on betting on the outcome of the lottery would be needed to prevent job losses and lack of money to fund horse and greyhound racing, he said. Asked about the second draw on ITN last night, Mrs

Bottomley said: "It is not for me to make the announcement. It is for the Director-General of Oflot to make his decision. I have to be satisfied myself that all aspects have been considered."

Mrs Bottomley denied that a midweek draw would lead to excessive gambling by those who could not afford it. She said: "The amount that the average person plays is still very modest, about £2.30 a week. There is no evidence I have seen of excessive playing. That is why Parliament has stipulated there should be a regulator, so a proper check can be made."

A spokeswoman for the Department of National Heritage would say only that a decision was imminent. A Camelot spokeswoman said the company was awaiting a decision and did not want to give details about the size of the jackpots expected until it had confirmation that the competition could go ahead.

## Robbery was like scene from film, says Countess

By EMMA WILKINS

THE Countess of Dudley told yesterday how she was threatened with a knife by two burglars who wrenched a diamond engagement ring from her finger and escaped after emptying the family safe of jewels worth tens of thousands of pounds.

Lady Dudley, 63, the former screen actress Maureen Swanson, said the robbery at her house in Kensington, west London, was almost like being in a scene from a film.

The worst moment was when the burglars demanded the ring. "I couldn't get it off my finger because my hands had swollen up. I thought they were going to cut my finger off," said Lady Dudley.

The Earl of Dudley, 76, who was ill in bed, heard his wife scream and went to her aid, only to be ordered at knifepoint to open the safe. Trembling at the memory of the attack on Sunday night, Lady Dudley put her



The Earl of Dudley with Lady Dudley, a former actress, who was threatened with a knife by two burglars

arm around her husband and said: "I am in shock today, but I'm surviving."

"At the time I wasn't really frightened because I was seeing myself as if I were in a film. I kept thinking it would make a funny moment in a

situation comedy. They didn't say 'freeze' or ask me to put my hands up, but I put them up anyway."

"I screamed and he said 'Shut up' and I said 'Anything you say'. Then he said, 'Show me your safe.' Lord

Dudley, a former aide-de-camp to the Viceroy of India, said: "I thought at first it was the police because we'd been having some trouble with our panic button. Then I realised these people didn't look like policemen." The couple, whose home featured in *Heat* magazine last week, doubted that this had anything to do with the robbery. "The police told us there had been a similar burglary around here a few weeks ago," Lady Dudley said.

## Europe calls for longer limit on sex abuse cases

By FRANCES GIBB, LEGAL CORRESPONDENT

THE European Court of Human Rights called on the Government yesterday to review a time limit that has prevented a woman from suing her adoptive father and his son over sex abuse they inflicted on her as a child.

The court said the Government had not breached the rights of Lesley Stubbings, a mother of two, by setting a six-year limit on the right to bring civil proceedings. But in their ruling, which ends Mrs Stubbings's nine-year battle to bring a civil action, the judges said it was perhaps time to re-examine the rules to take account of the problem of child abuse, which may occur many years before a victim is able to take action over it.

The six-year limit was fixed in 1954, when child sex abuse was a little-known phenomenon. It applies to claims for intentionally inflicted injuries. The limit for victims of negligent injuries, such as road or work accidents, is three years, but it can be extended.

Mrs Stubbings, 39, suffered severe mental problems from the age of 19, the court was told. It was only years later that she linked her psychological difficulties with repeated abuse between the ages of 3 and 14. Although she won her case for compensation in the High Court, the House of Lords ruled that she had brought her case too late.

The European court said that the time limit imposed under British law — claims must be launched within six years of reaching 18 — was "fair and proportionate". It was right to apply limits, the

judgment said, to ensure "legal certainty and finality" and to protect potential defendants from "stale" claims that might be difficult to counter.

Tony Fisher, Ms Stubbings's solicitor, said: "Obviously I am unhappy about the judgment. I want to see the basis on which they have come to this decision."

Mrs Stubbings would have had to lodge her claim for compensation by the age of 24, but it was only in her late 20s, while watching a documentary on incest, that she made the link between her problems and the abuse. She underwent three years of psychotherapy before beginning proceedings in 1987.

After winning her case, and then losing it in the House of Lords, she turned to Strasbourg, arguing that the rejection of her claim because time had run out breached the human-rights convention. The European court said it was not for it to establish what the most appropriate policy should be about the rights of access to a court. The six-year limit was not unduly short. "It was proportionate to the aims sought to be achieved; this was apparent from the fact that if the applicant had commenced action shortly before the expiry of the period, the courts would have been required to adjudicate on events which had taken place approximately 20 years earlier."

The court also rejected claims by three other women who had made similar complaints after their attempts to seek compensation were blocked.

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# Family life could be history in century of the single person

By IAN MURRAY, COMMUNITY CORRESPONDENT

HOUSE prices will plunge and the family home be a thing of the past as Britain becomes a nation of single people, a conference about life in the 21st century was told yesterday.

Professor Richard Scase said that shared family activities such as anniversaries, keeping up with the Joneses, dinner parties for colleagues and looking after the elderly were all declining activities.

Although another 4.4 million housing units are going to be needed over the next two decades, 80 per cent will be for the rapidly growing number of people who want to live on their own. The biggest growth will be among single men, who will number one in three of their sex by 2030.

Professor Scase, who teaches organisational behaviour at Kent University, told the conference, held in London to celebrate the 50th anniversary of new towns, that electronic goods would increasingly turn

the home into a leisure and work centre, with shopping, book and newspaper reading and even visits to the doctor carried out on the small screen. Virtual reality would make it possible to "visit" museums and tourist attractions around the world. Dependence on electronics would replace dependence on the family.

Professor Scase said house prices would fall because the end of a predictable work pattern meant people would lack the confidence to take on a mortgage. Instead, they would settle for basic accommodation and invest in pensions.

David Arkless, vice-president of Manpower, the world's largest non-governmental employer, predicted that a 20-year-old today must expect to retrain for at least three careers during a working life which would have to lengthen because of falling population.

Unemployment would continue to be a major trend in the

developed world, but job uncertainty meant an end to company loyalty with the new generation of workers less motivated by money than by variety and creative employment. "Our present class system will be replaced by another in which families will be either work-rich, or work-poor," Mr Arkless said.

John Gummer, the Environment Secretary, said it was necessary to question the need for so many new homes. Calling for a great debate on the way forward, he said: "Is the lifestyle we are creating sustainable in a way that we can continue to develop without cheating on our children or grandchildren? Maybe we have to go back and rethink the needs. If we go on like we are these islands will be covered in housing. I do not believe in the suburbanisation of Britain and as Secretary of State I do not want these houses to be built all the way across the country."



Helen Cousins leaving court yesterday. She had warned teenagers to avoid drugs

## Drugs fine for woman in Ecstasy warning

By RICHARD DUCE

HELEN COUSINS, the woman who warned young people that drugs were not worth the "dance of death" after she nearly died from taking Ecstasy, was fined £100 yesterday for possessing amphetamine.

Cousins, 20, from Peterborough, had pleaded guilty. In a statement issued after she appeared before Newmarket magistrates, her lawyer said: "She sincerely hopes that it does not detract from the very clear message that there is nothing to gain by taking drugs of any kind."

Cousins was in a coma for two days after taking Ecstasy at a New Year's Eve nightclub party. Before she was discharged from hospital she issued the warning to other young people and said that she would not take drugs again. Five months later she took amphetamine powder with friends and was then injured in a car accident. Police found a tin in her car which contained white amphetamine powder.

## SATURDAY IN THE TIMES



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## Leukaemia and water pollution 'not linked'

By NIGEL HAWKES

EXPERTS in leukaemia found no evidence to link a water pollution incident eight years ago with three cases of the cancer at a school, the local health authority reported yesterday.

In a separate investigation, a team from Bristol University found no link with electromagnetic fields from an overhead power cable near Sir John Smith's Secondary School at Camelford, Cornwall, or with radon levels.

In July 1988, water supplies to 20,000 people in the Camelford area were polluted after 20 tonnes of aluminium sulphate were accidentally dumped into the wrong tank at a water treatment works.

The Cornwall and Scilly Isles Health Authority said that the Department of Health's committee on carcinogenicity had reviewed the information and found no reason to believe there could be a link between the leukaemia and the pollution.

## Scientist condemns diesel as pollutant

By NICK NUTTALL

DIESEL buses, taxis and vans must be cleared from city streets if air pollution is to be banished, according to a senior Meteorological Office scientist.

Richard Derwent, a member of the Department of the Environment's expert panel on air quality standards, said more revolutionary thinking was needed to encourage environmentally friendly fuels, such as natural gas. Diesel engines produce microscopic flecks of soot increasingly linked with breathing difficulties and heart attacks.

Dr Derwent, based in the office's chemistry and atmospheric modelling section, said: "We have to look at buses, taxis, coaches and light goods vehicles. We have to get them out of diesel and into something else." He will outline his concerns tomorrow at a meeting of the National Society for Clean Air in Brighton.

## THE TIMES/DILLONS FORUM

### Life class

A chance to question Stephen Jay Gould



Stephen Jay Gould, one of the most popular and controversial science writers, returns to the evolution battle ground in this Times/Dillon forum on Monday, November 11. Professor Gould will argue that the idea of progress is an illusion. Evolution, he maintains, is not a steady upward advance led by mankind but a rich and unpredictable diversity.

The forum which marks the publication of *Life's Grandeur: The Spread of Excellence from Plato to Darwin* (Jonathan Cape, £16.99), will be held at the Institute of Education, 20 Bedford Way, London WC1 at 7.30pm. Tickets at £10 (concessions £7.50) which includes £2 off the price of Professor Gould's book, are available by phoning 0171-467-1613, by faxing the coupon below to 0171-467-1690, or by sending the coupon, with your remittance, to Dillons, 82 Gower Street, London WC1E 6EQ, where tickets can also be bought.

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Labour accuses Home Secretary of cynical attempt to prevent cross-party unity over law and order

# Howard 'playing politics, not protecting vulnerable'

BY PHILIP WEBSTER, POLITICAL EDITOR

THE political battle over morality intensified last night when Labour accused Michael Howard of trying to create conflict over law and order in the run-up to the general election.

The unity between the parties that greeted Frances Lawrence's call for a national crusade against violence was broken as Labour spokesmen attacked the Home Secretary for not including measures against child abuse and stalkers in the Crime Bill to be unveiled in today's Queen's speech. Mr Howard has instead suggested that he hopes the proposals can become law before the election through

Government-supported Private Member's Bills.

Labour said he was leaving them out of the main Bill so that he could concentrate on areas such as minimum sentences, where he could highlight differences with opposition parties. It accused him of going back on a Tory conference pledge to introduce a national register of convicted paedophiles.

Peter Mandelson, Labour campaigns chief and MP for Hartlepool, said the murder of a three-year-old girl in his constituency two years ago by a man with a background of sexual problems had highlighted the need for action. "In

the week that the Government has claimed to support Frances Lawrence's worthy campaign, their actions have spoken louder than their words," he said. "When it comes to morality they talk tough and act weak."

John Hutton, a Labour member of the Home Affairs Select Committee, said Mr Howard knew he could get Bills through on child abuse and stalking within days but refused to do so. "I am deeply suspicious that Mr Howard will not do anything that appears to unite the parties in fighting crime. This is an act of cynicism by a Home Secretary more interested in playing

party politics than bringing in laws to protect some of the most vulnerable people."

Donald Dewar, Labour's chief whip, said Mr Howard knew it was impossible to guarantee that a Private Member's Bill would become law. "People will clearly feel severely let down by what he is doing," he said.

Gordon Brown, the Shadow Chancellor, gave a warning that continuing the policies of the past 17 years risked Britain becoming ever more like inner-city America. Referring to Mrs Lawrence's call to rebuild "this fractured society", Mr Brown said that in Britain today there was a culture of failure, an assumption on the part of people and the Government that people would fail in education and fail in jobs. He said: "No politician can avoid his or her responsibility to do what they can to help to rebuild the fractured structures of our society."

Mr Howard insisted that the proposed new law would get onto the statute book faster if it was handed to a backbench MP to pilot through the Commons. He gave warning that it would fare better if kept separate from the Crime Bill, which would be contentious and might not get onto the statute book until the end of the Parliamentary session. Yet, with full government backing and widespread support from all parties, he argued that a Private Member's Bill on sex offenders would be on the statute book swiftly.

William Rees-Mogg, page 18 Letters, page 19

## Spotlight falls on charity that has crusaded for years

BY FRANCES GIBB, LEGAL CORRESPONDENT

A LITTLE-known charity which has been quietly promoting citizenship in schools through books, debating competitions and courses was at the centre of unprecedented media attention yesterday.

The Citizenship Foundation, set up in 1989 by a solicitor, Andrew Phillips, and funded with £35,000 by the Bar Council, found itself in the spotlight as all political parties sought to embrace Frances Lawrence's citizenship agenda.

Helen Driscoll, the foundation's project officer, said:

"We have been bombarded — the phone hasn't stopped. The message about citizenship has been steadily getting through anyway, but this is likely to mean more people will take it up. It is very good."

The foundation, run from an open-plan room in West Smithfield, London, publishes materials to promote citizenship in schools which could form the basis of citizenship teaching as part of the national curriculum. The materials are used in both primary and secondary schools to promote under-

standing of morals, the family, the law and community. The Home Office has already taken up the foundation's primary-schools pack, *You, Me, Us*, which was piloted in 40 schools. The foundation's best-known project is the inter-schools "mock trial" competition, which this year was oversubscribed: 200 schools applied.

The charity is strictly non-aligned — with Tony Blair on the board of trustees, Paddy Ashdown having "close contacts" and Norman Fowler on the advisory board.

## Plans to prosecute child sex tourists left out of 'get tough' Crime Bill

BY RICHARD FORD

PROPOSALS to give courts the power to prosecute British people for child sex abuse committed abroad will not be included in the Queen's Speech today, in spite of a promise by ministers to introduce legislation as soon as possible.

The measure is one of several aimed at clamping down on the sexual exploitation and molestation

of children which had been expected to form part of the Government's *Bagshot Crime Bill*, which will be published on Friday.

Instead, the Bill will focus on proposals for tougher sentencing, including automatic life sentences for second-time rapists and minimum jail terms for third-time burglars and drug dealers.

Michael Howard, the Home Secretary, was strongly criticised

by Labour and children's charities yesterday for his failure to include a number of measures to tackle child abuse in the Bill. Jack Straw, the Shadow Home Secretary, accused Mr Howard of reneging on promises to bring in a register of child sex offenders and to allow prosecutions in this country of people suspected of committing child sex abuse abroad, particularly in the Far East. As disclosed in

*The Times*, provisions for a national register of sex offenders, the extension of DNA testing to allow samples to be taken from all convicted sex offenders in prison, enforcing sex offenders to notify the police of any change of address, and making it an offence for convicted paedophiles to seek employment with children, will not now be included in the Bill.

Mr Howard, defending his decision,

said that the register of sex offenders could be introduced by a Private Member's Bill and that, with all-party agreement, it could quickly become law. It is understood, however, that the other proposed measures will be left out of the Private Member's Bill because of the financial implications and the complexity of the issues involved.

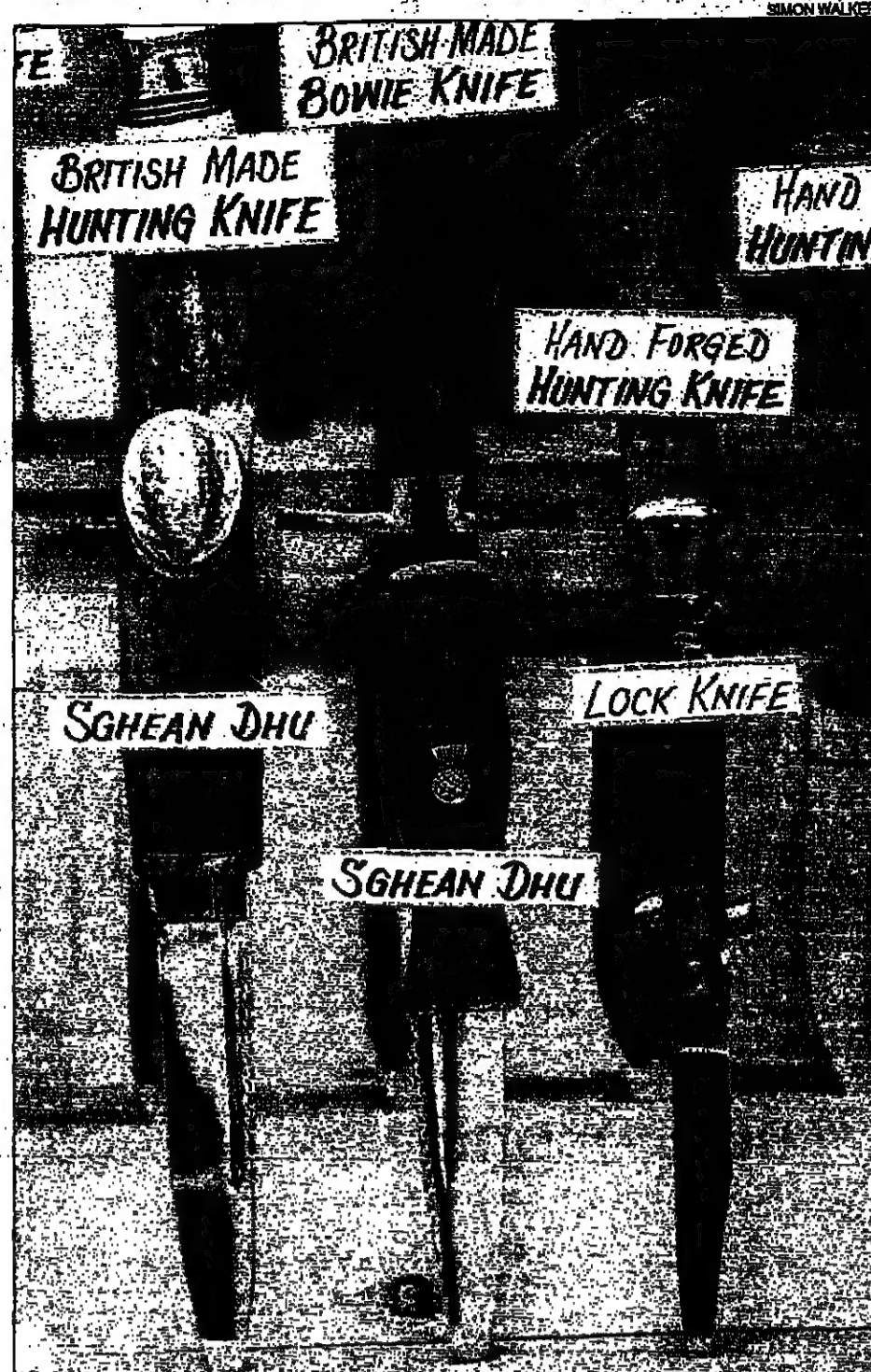
Kidscape, a children's charity,

was dismayed at the news and accused the Government of putting burglars before paedophiles. Michele Elliot, the director, said: "It is all very well to take care of burglars on their third offence and give them a harsh sentence, but what about paedophiles?"

She added: "If there was a chance of being bonded, or having paedophiles dealt with, I would take the bait. Paedophiles are a

danger to children all their lives. For the Government to make dealing with burglars a priority is completely wrong."

The National Society for the Prevention of Cruelty to Children said it was appalled at the Government's decision. "The Government must show a commitment to bringing in all measures possible to protect children in the UK," a statement from the society said.



A shop window in London: it was impossible to single out combat knives

## Knife ban ruled out by unclear definition

BY RICHARD FORD

MICHAEL HOWARD has found it impossible to draft laws to make combat knives illegal because of the difficulty of defining the weapons.

The Home Office considered a ban earlier this year after the murder of Philip Lawrence, when the law on carrying knives was tightened. The headmaster's wife, Frances, urged a ban as part of her manifesto for reversing the deterioration of society.

Officials advised the Home Secretary, however, that it would be impossible to make combat knives illegal because they often could not be distinguished from knives used for legitimate purposes.

The Home Secretary has promised action if the problem of definition can be overcome, but has decided to deal with the problem by concentrating on the people carrying knives and on the circumstances in which they are found. As a result, lethal knives are still available over the counter in shops in England and Wales and by mail order.

The Offensive Weapons Act, which received Royal Assent in July, makes it illegal to carry an offensive weapon or knife in schools and banned the sale of knives to under 16s.

Lady Olga Maitland, who introduced the legislation, said that she had tried hard to persuade Mr Howard to ban combat knives. "The problem is that combat knives are often indistinguishable from knives used by divers or in fishing," she said. "It proved impossible to get a watertight legal definition."

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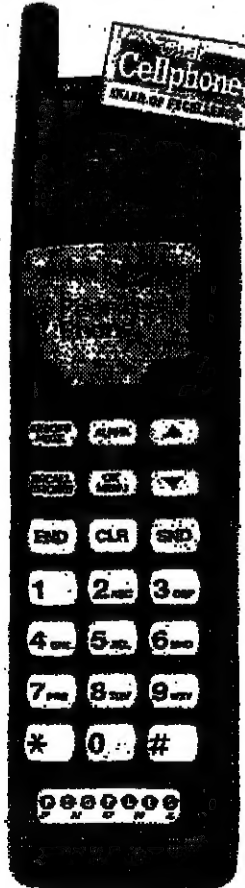
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مكتبة ابن النسيم



Inept handling of BSE crisis blamed for 30 per cent drop in price of cattle

## Angry farmers take their beef to MPs as Commons reopens

By MICHAEL HORNSEY, AGRICULTURE CORRESPONDENT

UP TO 2,000 farmers will gather in London today to bring their grievances to the attention of MPs at the state opening of Parliament.

A rally at Central Methodist Hall, followed by a lobby of the House of Commons, will reflect the mood triggered by what farmers see as inept handling of the BSE crisis. In recent weeks rural protesters disrupted the Tory party conference in Bournemouth and the police had to rescue Douglas Hogg, the Agriculture Minister, and William Hague, the Welsh Secretary, from angry farmers.

Martin Howlett, who keeps about 150 beef cattle at Deer Park Farm at Luckett, Cornwall, was in Bournemouth and plans to be in London today. "Farmers have always grumbled but usually to each other in the pub or at markets," he said. "Taking to the streets is not the first thing we think of, unlike the French. We prefer to talk through problems but desperation is setting in." Anger is strongest among

beef farmers, such as Mr Howlett, who feel they are being punished for a problem not of their making. He has not had a single case of BSE, essentially an affliction of dairy herds, but has been hit by low prices just the same.

Feelings are running particularly high in southwest England, where cattle are the lifeblood of farming. It is also the region with the biggest backlog of cattle over 30 months old awaiting slaughter and incineration because they are deemed to be at higher risk of developing BSE.

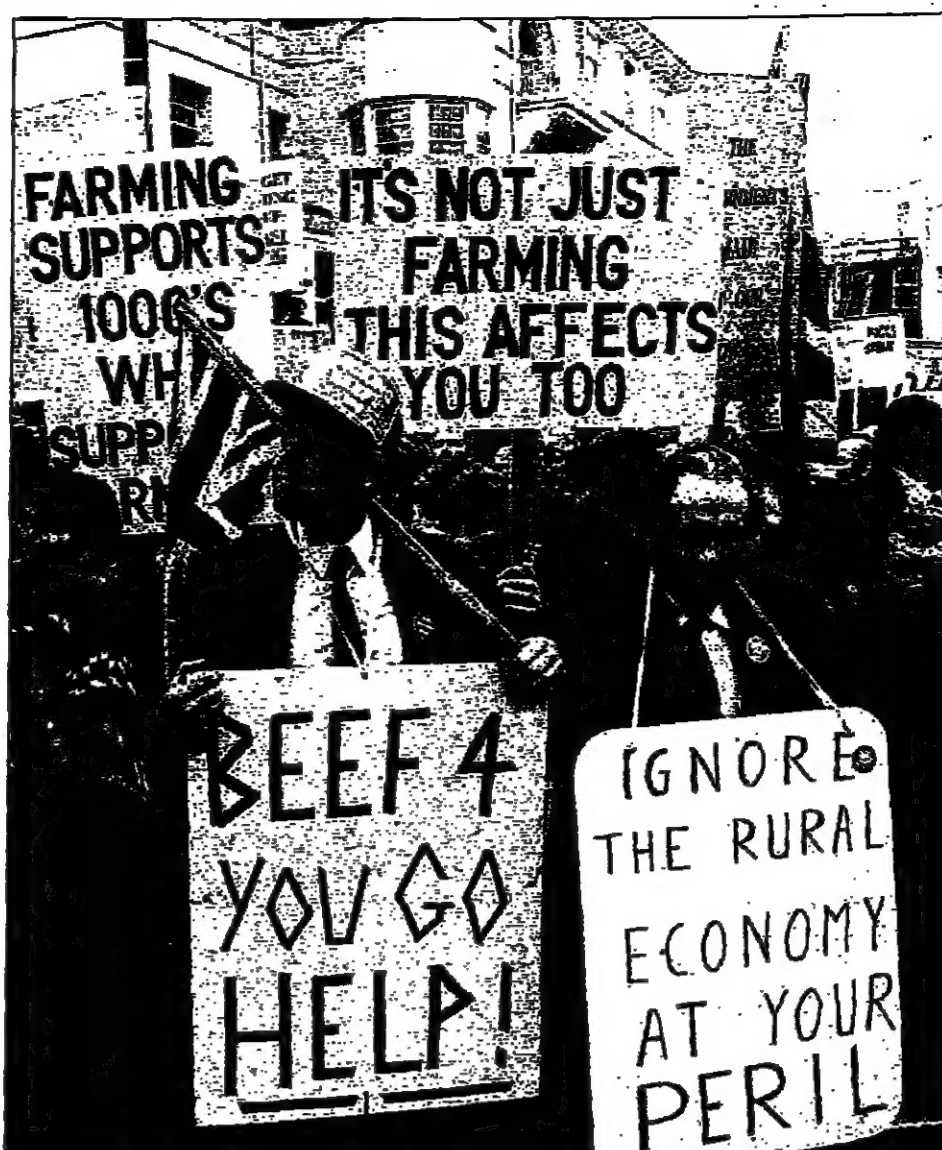
Farmers like Mr Howlett are, for the most part, lifelong Tory voters but say they will not turn out at the next election. Sir Robert Hicks, the retiring Tory MP for Cornwall South East, said: "I have warned the Prime Minister that there are up to eight marginal Tory seats of an essentially rural character in the West Country south of Bristol where a swing of 5 per cent or less would be enough for them to change hands."

Even Sir Robert's own seat, which would be vulnerable to a 6.5 per cent swing, might not be safe.

The National Farmers' Union said yesterday that 60,000 hill farmers were suffering dramatic income losses because of the effect of BSE. Farmers were being forced to market their cattle for up to 30 per cent less than a year ago.

Kevin Pearce, the NFU's northeast regional policy adviser, said: "In early sales, hill farmers have been selling steers and heifers for fattening for between £325 and £400 a head, which is up to £150 less than last year." Cattle sold for slaughter are fetching £425 to £500, compared with £575 to £675 last autumn. Farmers with cattle over the age of 30 months, which can no longer be sold for food, are facing even sharper price falls.

Good returns on sheep, owing to increased demand for lamb, have partly offset beef losses but lamb prices have fallen back sharply in recent weeks.



Martin Howlett, with Union Jack, demonstrating outside the Tory conference

## The world on a plate for Britain, the spice island

By ROBIN YOUNG

BRITISH food is being snapped up at Europe's biggest food fair. There is British pizza, British pasta, British pitta, British dabbas, topped off with the traditional British goulashes, curries and barbecue burgers.

A nation that only ever found limited success in exporting the Yorkshire pudding and the Cornish pasty is discovering that the secret may lie in developing international tastes.

Novelties from British exhibitors at the Salon International Alimentaire in Paris include Sri Lankan spice cakes from the Bay Tree Food Company, American muffins from Fletcher's bakery, Italian-style ice creams made in South Wales, handmade flapjacks and tucos from Mexicana in Aylesbury, Chinese ready meals from Derby, and California cakes, Arab breads and Caribbean products prepared in Hertfordshire.

There are American cheesecakes from Worktop, and exotic soups from the New Covent Garden Soup Company, whose products sell in France as Soupe du Jardin.

The group most vigorously waving the flag for Britain are suppliers of Indian curry pastes and spices and ready meals, many of whom are already large-scale exporters. "We will be breaking out the champagne tonight," promised Rod Entwistle of Abel Eastern International, which exports gas-flushed long-life packs of naan bread from Cumbernauld in Scotland. "We've had several large orders from major continental retailers already."

Fakhraddin Suterwalla, of TRS Wholesale Com-

pany of Southall, Middlesex, said: "An advantage of working from Britain is that we have an open market for ingredients. They can be very expensive in India and we are often able to find better quality cheaper elsewhere. We are also closer to many of the most interesting markets."

Most ambitious of all is Patak's, a company whose chairman and chief executive, Kirit Pathak, has one simple goal: to make Patak's the biggest brand of Indian food in the world. Mr Patak started 40 years ago packing food parcels for Indian families in other countries in a shop behind Euston Station. Now his firm has three factories and 3,000 representatives "knocking on doors and breaking down barriers" in 70 countries, and a turnover of £30 million.

"We are Europe's biggest make of Bombay mix, and we're number one on poppadoms," said Mr Patak, hosting a Paris party. "Only 30 per cent of our sales are exports. The potential is huge."

Dominique Mine, director of Food from Britain in France, said: "The most significant cuisines from Britain are Chinese for cheapness, Indian for more sophisticated tastes, and Mexican to appeal to the young." British manufacturers took an estimated £75 million in orders at the 1994 fair. This year, the target is at least £100 million.

Among gadgets on show is a self-heating 90p carton of takeaway coffee designed by an Italian inventor, using a built-in calcium compound to warm the drink to 40C after purchase. It is not yet available in Britain.

## A novel account of one woman's battle against asthma



Currie asthma sufferer

EDWINA Currie's novel, *A Woman's Place*, has recently been published in paperback. The book has prompted renewed interest in the MP's health. Her explanation that flat feet are responsible for the backache from which she suffers when she has to stand at a cocktail party or reception is thin, although possible. It would be very rewarding to see a scan of her spine to find the real cause of her back pain. However, the account of her battle against asthma makes good medical sense.

Mrs Currie attributes her father's death to smoking and consequent cardiovascular



Dr Thomas Stuttford

disease. Whether or not her father's death, presumably from coronary arterial disease, was in part the result of tobacco, or whether he had co-existent pulmonary disease is not recorded. But his addiction to tobacco is very likely to

have contributed to his daughter's asthma in childhood and may even have started it in the first place.

Mrs Currie dwells on the importance of the house mite as the trigger for asthmatic attacks and also on her der-

mination to avoid viral infections, which can also start her wheezing. In her account of her medical history Mrs Currie mentions the three great instigators of asthma attacks in children: exposure to tobacco smoke, the house mite, and viral and bacterial infections.

Mrs Currie was perhaps unlucky in that she continued to wheeze in adult life. A recent study by Dr James Paton of the University of Glasgow suggests that 60 per cent of children who wheeze before the age of three will have stopped before they are six. Those who continue to wheeze thereafter, and proba-

bly have true asthma, tend to have a family history of atopy, a tendency to pick up various allergic complaints—typically asthma, eczema or hayfever.

Several episodes of wheezing in the same year, respiratory symptoms between attacks of wheezing, breathlessness during attacks and a liability to wheeze without catching a cold, are signs that the toddler may continue to wheeze even into adult life. The mechanism by which asthma is triggered by upper respiratory tract infections is unknown, although there is some similarity between these attacks and eczema.

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Wilde film received Arts Council funding

## Funding injection for film industry

By CAROL MIDDLEY

PLANS to use £156 million of National Lottery money to fund four film projects over eight years were announced by the Arts Council yesterday. The scheme is intended to alter the "ad hoc" nature of film production in Britain.

Charles Denton, chairman of the Arts Council's new Lottery Film Advisory Panel, said: "The film industry in Britain is very rich in talent and creative ideas but constantly in danger of being overwhelmed by the Hollywood studios. The proposed franchise arrangements present an exciting opportunity to invest significant lottery funds in British film production, which will allow producers to plan commercially across a slate of films."

Since Lord Gower, the Arts Council chairman, announced lottery funding for films a year ago, 43 projects have been part-financed with £22.6 million. They include £1.5 million for *Wilde*, about Oscar Wilde. At a lower level, £12,500 went to *Pride*, a short film set in Liverpool.

The Arts Council said funding would remain limited to 50 per cent of a film's cost. Up to four franchises to be set up next year will be eligible for a maximum of £8 million in each of their first three years, and a maximum of £5 million for three years thereafter. Individual projects will still be able to apply.

## Senior recruits to the clergy renounce materialism for spiritual satisfaction

# Vicars grow older as young lose faith in church careers

By RUTH GLEDHILL, RELIGION CORRESPONDENT

THE Church of England is becoming increasingly dominated by grey power, as older people turn to it for a second career.

Men and women, often married with grown-up families, find the Church attractive because they get a guaranteed job for life, plus a house and expenses for car and telephone. But more importantly, being a vicar provides a sense of emotional security and spiritual satisfaction hard to find elsewhere.

This is inspiring many also to take redundancy or early retirement and offer themselves for full-time but unpaid ministry. Sometimes, such clergy will be given a house and expenses, but no salary. Many enjoy renouncing high wages, big houses and all the trimmings of previous careers in favour of serving God and the community.

While clerics such as the Archbishops of Canterbury and York are relatively young compared with many of their predecessors, a dearth of young recruits means the clergy is growing steadily older. A church report published yesterday shows that the number of candidates for ministry aged under 30 has slumped

from 162 to 95 in five years, while the number aged over 30 has increased to 74 per cent of the total.

More than half of all candidates are now aged over 40, while in 1956 just 25 per cent of those ordained were aged over 40. Church leaders, while welcoming the older recruits because of their valuable experience in secular life, are now taking steps to attract younger people and yesterday urged dioceses to set up pilot schemes to tempt more to become vicars.

Until this year, when the number of candidates increased by 30 per cent, the Church had been faced with a long-term decline in numbers wishing to become clergy. "The recent drop in numbers coming forward for ordained ministry is almost wholly represented by a drop in candidates in the 20 to 30 age range," the report says.

According to the report, *Recovering Confidence: The Call to Ordained Ministry in a Changing World*, the number of ordinations has fallen from more than 700 a year a century ago to fewer than 300 a year at present. Although there was an increase in the 1950s and early 1960s, this is

now thought to have been a statistical aberration masking a long-term decline.

While there were nearly 20,000 clergy under 65 in 1991, there are now half that number, with numbers projected to fall to fewer than 9,000 stipendiary clergy by 2001. The large number of ordinations in the early 1960s formed a cohort of clergy who are retiring in large numbers in the late 1990s and not being replaced," the report says.

The report describes a "dramatic" fall in numbers offering themselves for the full-time Anglican priesthood, from 609 in 1991 to 357 last year. Many are discouraged by financial insecurity in the Church, which is still recovering from losses in the 1980s.

One reason for the declining numbers of younger entrants is the attitude among some in the Church that youngsters should gain experience before seeking ordination. Young people also have to wait longer to find permanent jobs and often delay marriage for a decade longer than their parents. "It is hardly surprising that traditional assumptions are discarded," says the report. "They no longer fit the realities of life."

## Banker relinquished £100,000 a year for curacy

By RUTH GLEDHILL



Before: Ross Garner as a City banker, where the pressure for profits created a "greedy atmosphere"

ONE of the new breed of Anglican vicars is the Rev Ross Garner, 38, who gave up a £100,000-a-year job in the City of London for a stipend of £14,000. Mr Garner, an Oxford graduate who previously worked for Citibank and the Hong Kong Bank, made a living on the highly pressured capital markets.

By the time he was 31, his basic salary of £80,000 was boosted with bonus payments of £25,000. He and his wife, a midwife now training to be a teacher, had a house in Hackney and a home in the country, and took annual

skiing holidays. They also gave a substantial proportion of their income to charity, including the Church.

Mr Garner has put his financial acumen to good use by starting up a credit union in the inner-city area where he became a curate, helping to transform the lives of hundreds of people. Mr Garner, who became a Christian at university, said: "I felt a strong calling at that stage just to dedicate my life to God in whatever sphere I ended up. As I got involved in my local church in Hackney I felt my sense of leadership grow."

He is now priest-in-charge at Bredbury, Greater Manchester, in the Chester diocese, a specially mixed parish of industrial villages.

It was a very greedy atmosphere. But my call was a pull factor, not a push factor. The call was to be involved in the leadership of the Church. I think the Church needs leadership. I enjoy the opportunity to see lives transformed. I could do deals involving millions and millions of pounds and it would not noticeably affect anybody's life.

"Now, I see people discovering faith and finding hope, where before perhaps they were struggling to see the meaning of life. I see people discovering the dignity which comes from understanding that they are a child of God."

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## Museum to return sacred skull

The tattooed head of a Maori tribesman is expected to be returned to New Zealand after 120 years at Sheffield City Museum. It has not been on display for a decade, following a complaint. Councillors will be asked for their approval on Friday. The Museum of New Zealand said the head was sacred and that ceremonies would have to be conducted on its arrival.

## Wind farm first

The biggest wind farm in Europe, a 56-turbine development near Carno, Powys, will be switched on today. The National Wind Power project will generate enough electricity to power 25,000 homes.

## Distant saviour

Clyde coastguards assisted a rescue 2,500 miles away when they picked up a mayday call from a trawler off Liberia, 120 miles north of the Equator. They relayed the signal and three ships responded.

## Rail victims sue

Victims of the Watford train crash, in which one person died and 70 were injured in August, are to sue rail authorities. However, the break-up of British Rail may delay claims for compensation.

## Eigg hope fades

With a month to go before the sale of the Hebridean island of Eigg for £2 million, residents hoping to put in a bid have raised only £63,000. The islanders are now banking on being awarded lottery money.

## Brake for birds

A fifth of all pheasants is wiped out each year by cars, says the AA, urging drivers to slow down on autumnal rural roads, busy with young birds, and avoid the damage that can be caused by an impact.

## Water thief fined

A Maidstone man was fined £200 for taking water via a hose from a hydrant to fill his swimming pool. Magistrates were told that Alan Eatherhead risked contaminating the supply to thousands of homes.

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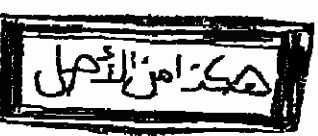
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# Chirac rounds on Israeli guards in tour of Jerusalem

FROM CHRISTOPHER WALKER IN JERUSALEM

BINYAMIN NETANYAHU apologised twice yesterday to President Chirac after scenes in Jerusalem's Old City during which the French leader, his face flushed with fury, shouted at Israeli security men who, he claimed, were provoking him. M Chirac, on a six-day Middle East tour, threatened to cut short his trip to the Jewish state.

At one point during a tense tour more reminiscent of crowd control during a football riot than a VIP visit, M Chirac was seen with elbows flailing trying to get through the phalanx of Israeli guards that dogged his every step. He had previously infuriated the Government by making an impassioned plea for Palestinian self-determination.

In the afternoon Rehavam Zeevi, a right-wing Israeli deputy, stormed out of the Knesset when M Chirac entered. He accused the French President of being an "anti-Semite" more interested in visiting the "PLO gang" — a reference to his address today before the 88-seat Palestinian legislature, the first by a foreign head of state.

Despite desperate attempts by aides to brush over the differences, observers said the events had overshadowed M Chirac's attempts to put himself forward as a Middle East peace broker. "He does not

seem to understand that he cannot come here and lecture to us and expect to get away with it," one official said.

Trouble began when a visibly furious M Chirac failed to dissuade scores of heavy-handed Israeli security men who insisted on accompanying him to Muslim and Christian holy sites. The President, who had demanded only "light security", claimed the Israelis were deliberately pre-

**Chirac does not seem to understand that he cannot come here and lecture to us**

venting his access to Palestinians.

"This is a provocation. Stop this now. Do you want me to go back to my plane and go home to France?" the M Chirac protested in English to the head of Israeli security, having earlier turned in French: "I am starting to have enough of this." Journalists who regularly report on M Chirac in France said they had rarely seen him so angry.

The Israelis had been angered by his refusal to go on a tour of the Old City with Ehud Olmert, the right-wing Mayor and Likud deputy, asserting France's view that the international community does not recognise Israeli sovereignty over Arab east Jerusalem, captured in 1967.

Reaching the entrance to the Temple Mount, holy to Jews and to Muslims, M Chirac made one of four unsuccessful attempts to shake off his Israeli guards. The French leader, lampooned in a *Jerusalem Post* cartoon as wearing Arab clothing, tried to push them away from the compound gate but the security men would not budge.

Addressing the issue of Jerusalem — which many in the French delegation saw as the root cause of yesterday's problems — M Chirac told the congregation at St Anne's Church, officially designated as French territory: "This city must remain open — open to the Christians of Palestine and to the Christians of the world. Open to all religions."

Later his expression was wooden as Mr Netanyahu blamed the security on nervousness by Shin Bet security service after last year's assassination of the Labour Prime Minister, Yitzhak Rabin. "It is done for a good cause. To protect a friend," he said.



An angry President Chirac tells an Israeli guard at Jerusalem's Temple Mount to go away

## Prickly President boosts image as heir to de Gaulle

FROM BEN MACINTYRE IN PARIS

THE spectacle of a temperamental French President ruffling feathers and holding forth on the international stage is one to warm the hearts of patriotic Gaullists, and the recent performance by President Chirac in Israel has been a calculated "tour de force".

M Chirac's blunt advice to Israel to accept the creation of a Palestinian state, return the Golan Heights and give Europe a role in negotiating the Middle East peace process — not to mention his vigorous "contretemps" with Israeli security guards — may have upset his hosts and infuriated the United States, but his provocative stance has played well in France, reinforcing his image as heir to the prickly Charles de Gaulle.

M Chirac has a knack for appearing to speak on behalf of Europe while upholding French interests, in this case the policy of carving a larger role for French diplomacy in the Middle East.

In just a few months, the French President has acquired unprecedented popularity in the Arab world, allowing him to present himself, with Europe in his wake, as a pole of influence distinct from the American superpower considered too favourable to Israel. *Liberation* newspaper noted yesterday.

In the last few months, M Chirac has put American noses out of joint by sending the Foreign Minister, Hervé de Charette, to conduct paral-

lel peace negotiations in Lebanon; by distancing Paris from US air-strikes on Iraq; and, most recently, over the recent trip to Africa by the US Secretary of State, Warren Christopher, which one French minister described as a thinly-veiled election ploy.

While the US may see M Chirac's pungent remarks during his current tour as unhelpful grandstanding, his actions have underlined the domestic belief that France still has a significant role to play in world affairs while consolidating political and economic ties in the region.

The pro-government *Le Figaro* applauded what it called M Chirac's "message of historical optimism" to Israel, while *Le Monde* has also backed him for raising France's profile in the Middle East, noting that "for the United States, the region is a private preserve".

The French Prime Minister, Alain Juppé, told MPs yesterday that Israeli Prime Minister Benjamin Netanyahu had apologised for the behaviour of security guards protecting the French President. "There were incidents today in Jerusalem's Old City caused by the excessive zeal of the security forces, but these must not make us forget the essential message of peace and friendship for all the peoples of the region which the president went to express in Jerusalem and all the Arab countries," M Juppé said.

## Tax pledge saves Kohl from crisis

BY ROGER BOYES

CHANCELLOR Kohl's Christian Democrat party yesterday tried to sidestep an embarrassing budget crisis by calling for a complete overhaul of Germany's tax system, slashing the top rate of income tax from 53 to 35 per cent.

The proposal was overwhelmingly approved by the Christian Democratic party conference in Hanover and adds yet another item to Herr Kohl's already top-heavy political agenda, which includes the single European currency, a general election, reforming the welfare state and the pension system, creating more than a million jobs and moving the capital to Berlin — all before 1999.

Now radical tax cuts are also part of the programme — a move which erodes one of the few individual features of Herr Kohl's junior partner, the Free Democrats.

Theo Waigel, the Finance Minister, welcomed the idea but warned delegates that the tax reform had to be accompanied by huge and inevitably

unpopular reductions in social spending. The governing Christian Democrats, he said, had to find the courage to make such cutbacks.

The Christian Democrat plan is to discard the present complicated pattern of tax write-offs and thus expand the revenue base. Top rates would be chopped, while the bottom end would also drop from around 25 per cent to below 20 per cent. That will certainly increase the party's chances against the Social Democrats, who have been deliberately vague about their tax plans.

Wolfgang Schäuble, the Christian Democrat parliamentary floor-leader and Herr Kohl's likely crown prince, tried to remind delegates that a tax cut policy was not an easy option.

"Vested interests will pull out all the stops to keep their tax exemptions. Some erstwhile allies who patted us on the backs may now run for cover," he said. But none of the predicted problems could outweigh the perceived gains.



Helmut Kohl and Wolfgang Schäuble yesterday

## Clinton backs date for Nato expansion

BY MICHAEL EVANS  
DEFENCE CORRESPONDENT

PRESIDENT CLINTON gave his personal backing yesterday for Nato to take in new Eastern European members by the end of 1999.

The entry date target is now seen to be the official policy of the alliance. Mr Clinton's support for the 1999 timetable, to coincide with Nato's fifty-fifth anniversary, will send a strong message to Moscow that the alliance's expansion will be going ahead, despite Russian opposition.

Making his first foreign policy speech of the election campaign, Mr Clinton said in Detroit: "America will be stronger and safer if the democratic family grows."

Bob Dole, the Republican challenger, accused Mr Clinton of "foot-dragging" on the issue and said some former Soviet bloc nations should be admitted by 1998.

□ Bosnia doubt: A Nato pledge to maintain a substantial number of troops in Bosnia-Herzegovina to help safeguard the municipal elections may have to be revised after the Organisation for Security and Co-operation in Europe, which is responsible for supervising the polls, said last night that they might have to be delayed from next month until next spring.

Malcolm Rifkind, the Foreign Secretary, made clear yesterday that the Nato-led Implementation Force would not be able to stay indefinitely while a new date for the elections was arranged.

Michael Portillo, page 18

## Chiantishire rises up against threat of industrial revolution

FROM RICHARD OWEN IN ROME

BRITISH and American residents of Chiantishire are up in arms over plans to tear up part of a picturesque Tuscan valley planted with vines and olives in order to build an industrial estate.

The area, known locally as Campomaggio (May Field), forms the backdrop to Bernardo Bertolucci's atmospheric hit film *Stealing Beauty*, starring Liv Ullmann and Jeremy Irons. The campaign to prevent industrial encroachment has the support of Matthew Spender, the sculptor and son of the late poet Stephen Spender, who has lived in the area for 25 years. His strikingly sculpted wooden figures feature prominently in the film.

"This is a very, very bad idea," Mr Spender said. "It is entirely inappropriate for an unspoiled part of Italy which has somehow managed to preserve its beauty."

The campaign to save Chiantishire from the bulldozers also involves James Beck, an American professor of fine arts, who recently lambasted the Italian authorities for failing to preserve the Giotto frescoes in the Scrovegni Chapel at Padua.

"The Chianti region is one of the most important in Tuscany," Professor Beck said. "It is an international treasure which has miraculously survived the past 2,000 years intact."

The row follows publication of plans by the town council at Radda-in-Chianti — often referred to as the capital of Chianti — to transform a tract of land along the river Pesa between Lucarelli and Radda into 14 million cubic feet of factories, workshops and warehouses. *La Stampa* said the development would "stick out like a sore thumb amid the harmony

produced by centuries of tranquillity in the Tuscan hills".

A petition signed by foreign and Italian residents — including the film directors Vittorio and Paolo Taviani, whose *Nights of San Lorenzo* is set in Tuscany — has the backing of environmental groups such as Legambiente and Italia Nostra.

English expatriates keen to preserve the area's character include Lord Lambton, who retired to Italy in 1973 when scandal ended his political career; Paul Smith, the fashion designer; and Dame Muriel Spark, the author.

A spokesman for Radda-in-Chianti town council said it had to respond to "the demands of economic sectors in difficulty". But the protesters said they would enlist the help of ArtWatch International, an influential pressure group, and would appeal to the European Commission.

## Japanese Car, Turki

THE TOYOTA COROLLA, MANUFACTURED BY TOYOTASA, ADAPAZARI, TURKEY, USING BRITISH STEEL.







# General's frank confession puts two South African presidents on the spot

FROM R.W. JOHNSON  
IN JOHANNESBURG

THE testimony by General Johan Van der Merwe, the former Police Commissioner, that he was instructed by the Government of President F.W. Botha to carry out a terrorist bombing in Johannesburg is by far the most shocking revelation yet to be made before South Africa's Truth and Reconciliation Commission.

The revelation has had a far greater impact than the testimony of such self-confessed hitmen as

COMMENTARY

Eugene de Kock and Dirk Coetzee, and not only because the general, head of the security branch at the time of the bombing, carries a much higher rank.

Until now there has often been a self-serving tinge to the stories of apartheid atrocities, with former hit squad members eager to buy ANC favour by implicating whoever happens to be in its bad books that week. None of this applies to General Van der Merwe, who has

not been convicted on any charge but who apparently wants to make a clean breast of things before his past catches up with him.

Since the Commission's hearings began, the real question has been whether President Botha would be implicated. Everyone knew he was far too much of an autocrat for atrocities to have occurred without his consent, but there has been a lack of testimony linking high-level figures to what happened on the ground.

Now not only the Commission but President Mandela face some

tricky decisions. The Commission has announced that it will subpoena the former President if he does not step forward to give evidence. But Mr Botha is in his eighties, unwell, and has been living quietly in retirement for seven years.

He has made clear he has no time for the Commission and it would be perfectly in character if he were to ignore a subpoena in the same intransigent way that he ignored world opinion for more than ten years as President. Would the state really wish to imprison him for contempt? President

Mandela has sought a good working relationship with Mr Botha and might well have reservations about what such action might mean for the dignity of the presidential office.

Moreover, Mr Botha still carries some clout on the Afrikaaner Right and the sight of their former leader being humiliated, and perhaps even imprisoned, would be highly provocative to many, including those still in the army and police.

Against that, however, there is the stark horror of a President of a

country ordering a terror bombing in the streets of his own largest city, a fact now vouchsafed by General Van der Merwe, another pillar of Afrikaanderdom. It is likely that most respectable Afrikaans opinion will recoil indignantly from association with such a crime, although Mr Botha's defence would doubtless be that he was conducting a war against an enemy which at that time was carrying out similar atrocities.

There is another game in progress here, too. Up to now only low-level hitmen had been fin-

gered by the Commission, and they have shown considerable indignation against their superiors who gave them orders but now stay silent. General Van der Merwe has stepped forward to protect his lower level operatives, agreeing to shoulder his part of the blame, provided the politicians carry their share too.

If Mr Botha and Adriaan Vlok, the former law and order minister, refuse to do so, it seems likely that General Van der Merwe could compel their co-operation by producing further revelations.

## Former police chief says Botha ordered bombing

FROM INIGO GILMORE IN JOHANNESBURG

SOUTH Africa's Truth and Reconciliation Commission threatened yesterday to subpoena former state President F.W. Botha to give evidence about apartheid crimes in which he is being implicated, unless he co-operated with their investigations.

The warning follows the testimony of Johan Van der Merwe, the former Police Commissioner, before the commission, which is investigating apartheid crimes.

General Van der Merwe said he had received orders from Mr Botha, via Adriaan Vlok, the former Minister of Law and Order, to bomb headquarters of the Council of Churches, Khotso House, in 1988 and was given Cabinet approval to supply booby-trapped explosives to anti-apartheid activists.

Dr Alex Boraine, deputy chairman of the commission, said in a statement yesterday that Mr Botha would be invited for "discussions" with the commission in order for him to provide the fullest possible information about the claims. If no positive response was forthcoming, he warned, the commission would not hesitate to use its powers to subpoena Mr Botha.

There was no immediate response from Mr Botha, who has refused to co-operate with

the commission on the grounds that he has nothing to answer for, and warned that anyone planning to bring him before the commission should come well armed.

The allegation by the former police commissioner comes after testimony by Eugene de Kock, a former leader of the Vlakplaas hit squad, who told a court that the order to bomb Khotso House was given by

**'The Truth Commission will not relish having to arrest a frail, senile former leader'**

Mr Botha. General Van der Merwe gave his testimony in support of amnesty applications by five of his former officers who had voluntarily appeared before the commission in an attempt to pre-empt criminal proceedings being brought against them in connection with more than 40 murders committed in the service of apartheid.

The officers were part of the Vlakplaas police unit led by

Brigadier Jacques Cronjé, who made an appeal on television to former and serving police to confess to the commission.

To win amnesty the police must convince the commission that their crimes were politically motivated. At the opening of the hearing, the men called on their superior officers and National Party leaders to admit that they had authorised illegal acts to keep themselves in power, casting doubt on an assertion by former President F.W. de Klerk that he had been unaware of government-authorised atrocities.

Brigadier Cronjé, accused of 27 murders, told the commission yesterday that eliminating government opponents was generally accepted behaviour and never repudiated by police headquarters, the state Security Council, Cabinet or the Government.

The latest revelations have added weight to claims that senior apartheid leaders had full knowledge of, or gave tacit approval for, killings and human rights abuses. The commission regards the appearance of the five officers as a coup, which could prove a decisive step forward.

Certainly the hearing had brought the commission closer to fingering the former National Party Cabinet and Mr Botha, but whether or not this hearing truly is a turning point in uncovering the truth remains to be seen.

No time frame has been put on dealings with Mr Botha and the commission will not relish having to arrest a frail, senile former leader in what could prove a politically decisive move.

By the same token, General Van der Merwe has only applied for amnesty for the Khotso House bombing and the grenade incident, and rather dubiously claimed that Mr de Klerk had not been aware of any of the illegal operations.



A hungry child symbolises the plight of many in Zaire

## Business means bribes in Zaire's ruined economy

Clare Brennan reports on how increasing poverty and corruption in Zaire is reducing the country to chaos

CHAOS in Zaire begins in the capital Kinshasa and spreads throughout the country. From the moment you land at the airport, you are made aware that government employees are not paid enough to live on: armed soldiers block your exit if you do not accept the help of their friends who offer to collect your passport and luggage in return for "un petit cadeau".

In the car park, armed men in uniform gather round your car to discourage you from moving off without giving them a contribution towards the cost of a drink. The taxis, full to overflowing with passengers stop at main junctions to pass a wad of notes to the helmeted traffic policeman.

A militiaman called at a convent I visited to tell the nuns that President Mobutu was gravely ill and who knew what might happen if he were to die; he, the militiaman, might have to come back and kill them. On the other hand, if they were to give him some money, he could protect them. A few days later, the same man brought his small child to the convent, saying that he desperately needed a transfusion but did not have enough money and demanded they give it to him.

A doctor working in a hospital in the Bandundu region said: "I waited a year and then was paid \$4 (£2.50). At first, when our pay stopped coming through, the doctors and teachers went on strike. Then we realised that that didn't make any difference. So we mark up the medicines by about 80 per cent."

"We can't screen blood for Aids, because the test costs \$2 and we cannot afford it. I worry about the children." It is becoming increasingly difficult to travel to the interior along disintegrating roads left unrepared. A journey that took one day in 1992 might

now take between two and four. Few people have access to a car, so most have to find a lorry going in their direction and pay the driver.

Small traders, who used to supply villages with soap or cloth or other basic goods, have had to give up their businesses because the transport is so poor and the rate of inflation so chronic that they cannot make a living.

Villagers have to subsist on what they can cultivate or find in the forest. If they have any surplus to sell, their only outlet is the infrequent lorry, whose driver can set a price without fear of competition.

Lack of commerce leads to chronic shortages. At the start of term one typical village school, where there are no textbooks and children are taught by rote or copying information from a blackboard, had to send a pupil on a five-hour hike to the nearest mission to ask for chalk.

The uniformed men in the airport seemed to have lost interest by the time I left. Instead, a group of people in plain clothes insisted I follow them down a dark corridor to a small room to be politely questioned and searched. Who were they, I later asked the uniformed customs women. "Nothing to do with us. Maybe it was the police."

This second search ended, as had the first, with a question: "Avez-vous un petit cadeau pour nous?"

□ **Riftland response:** Britain would not support an African peacekeeping force unless the initiative came from Africa itself and the force had the legitimate authority of the United Nations. Malcolm Rifkind said yesterday (Michael Binyon writes). The Foreign Secretary was speaking after meeting Leon Kengo Wa Dondo, Prime Minister of Zaire.

## WORLD SUMMARY

### Rwandan refugees flee camp

Nairobi: Nearly 10,000 Rwandan Hutu refugees fled a camp near the eastern Zairean town of Bukavu yesterday for fear of being attacked by Tutsi rebels fighting Zairean troops further south, a United Nations spokeswoman said.

Bukavu, with 22 camps for Rwandan and Burundian Hutu refugees that held 307,000 people, has been unaffected by the chaos in Uvira, 65 miles to the south, where the fighting sparked an exodus of 22,000 refugees — with some fleeing towards Bukavu. Earlier yesterday the UN evacuated 48 aid workers from Uvira. (Reuters)

### 'Boat people' to be sent back

Hong Kong: At least 1,000 Vietnamese "boat people", from a refugee population of 11,260, are to be forcibly removed from a detention camp here in the single biggest operation of its kind, before moving to prison as a prelude for repatriation the following week. Similar exercises in the past led to violence. (AFP)

### Qatar has new crown prince

Doha: Sheikh Hamad ibn Khalifa al-Thani, the Emir of Qatar, appointed his third son, Sheikh Jasssem, 18, as crown prince, a post that had been vacant since a bloodless palace coup last year. An army officer, Sheikh Jasssem graduated from Sandhurst last month. (AFP)

### Prisoners killed in Caracas riot

Caracas: More than 30 prisoners were killed in a riot and a fire at a jail here, the Venezuelan Justice Minister said. Antonio Malval, the ministry's director of prisons, said the National Guard fired tear gas to disperse the inmates and a fire started. (AP)



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## Lockerbie crash lawyer sues TWA

FROM QUENTIN LETTS  
IN NEW YORK

A LAWYER who won a large settlement for families of Lockerbie crash victims has filed a \$100 million (£63 million) suit against TWA and Boeing over the crash of TWA Flight 800 in July.

Lee Kreindler said he is representing 25 families connected with the TWA disaster in which all 230 aboard the Paris-bound Boeing 747 died. Mr Kreindler, an aviation law expert from Manhattan, claimed that mechanical failure caused the crash.

He said he had employed his own experts to investigate the crash and they had identified the fuel pump in the central fuel tank as the cause of the explosion. But his action has surprised official investigators who have yet to reach any conclusion about the cause of the disaster.

In recent days there has been conjecture that the crash was an accident and not an act of sabotage. Even if FBI investigators rule that terrorism was to blame, Mr Kreindler has sought to have all points covered. His suit has a paragraph which alleges that TWA was guilty of "deliberate disregard for the safety of its passengers". In the Lockerbie case — the sabotaged Pan Am jet crashed in 1988 — he won his clients \$500 million.

James Kallstrom, the senior FBI officer on the case, said: "How individuals can reach conclusions having never seen the wreckage brings a new twist to the information age."



McCartney wife has had chemotherapy

## McCartneys under fire

New York: A medical group accused the pop star Paul McCartney and his wife Linda, who has received treatment for cancer, of double standards over their opposition to research on animals.

Americans for Medical Progress, a Virginia-based group, said the McCartneys were by their support for People for the Ethical Treatment of Animals, in effect expressing opposition to the very types of research that enabled cancer sufferers to receive chemotherapy.

Americans for Medical Progress is funded partly by donations from medical supply companies.

The McCartneys could not be reached for comment.

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# 'Angry white men' rebel over US job and race quotas

FROM BROWEN MADDOX IN SAN DIEGO

CALIFORNIANS are poised to ban the use of quotas to help minorities and women in a vote as controversial in the Golden State as the presidential ballot itself.

Supporters of Proposition 209, which would make it illegal to take race or sex into account in awarding jobs, college places or public contracts, hope the move will spread to other states after the presidential election.

"When California passes a ballot on a significant issue like this, other states tend to follow," says Jennifer Nelson, campaign spokeswoman. Together with an earlier move to curb benefits paid to illegal immigrants, the proposed block on quotas is seen as evidence of the political clout of California's conservatives, particularly its "angry white men", which could resonate in other states with high immigration or unemployment.

At the same time, in a reflection of the strong liberal tradition of northern California, the state looks like passing a law to legalise marijuana for medical use. The propositions, among 15 in a state ballot to be taken on the November 5 presidential election, have prompted some of the clearest splits between the presidential candidates.

Last week Mr Dole lost no chance to emphasise his support for Proposition 209. In the televised presidential debate and at campaign stops in southern California, he argued that quotas should be abolished. "In America, what counts in the end is merit and initiative," he said.

Mr Clinton, who denies that he favours quotas, is concerned that the proposition goes too far in wiping out "affirmative action" programmes.

The language of Proposition 209 and its full title, the California Civil Rights Initiative, deliberately echo the 1964 Civil Rights Act, regarded by many Americans, not just liberals, as one of the greatest achievements of that decade. But lawyers and state legislative staff say that in practice it would ban any use of sex or race as a factor in awarding jobs or educational places, even in voluntary schemes such as reading programmes for ethnic minority pro-

grammes, or science teaching for girls.

California's flagship universities, UCLA and Berkeley, have also attacked the proposition, which they say would jeopardise the diversity of the student body.

If students were admitted simply on merit, they argue, the proportion of Asians would rise sharply and that of blacks would fall.

The potential for nationwide controversy was shown early this year when General Colin Powell, then seen as a possible candidate for the Republican ticket, expressed his vehement opposition to the proposition. Affirmative action was still necessary because opportunities for minorities were still far from equal, he argued.

General Powell's stance, and the Republican attempt to court the black middle class vote, has restrained Mr Dole from openly supporting the proposal until now. Apart from the televised debate, he has also confined his comments to Californian audiences, fearful that they might lose him support further east.

Proposition 215, which would make the possession or cultivation of marijuana legal for medical purposes, is nearly as divisive within California.

Dennis Peron, a member of a San Francisco commune, launched the proposal as a tribute to his lover, who died in 1990 from AIDS. "Any other drug that eased nausea, increased appetite and reduced pain would be prescribed everywhere," he says.

Its critics, who dispute those medical benefits, say that the proposition amounts to the legalisation of marijuana. Doctors would have to give only verbal recommendations, and stress would count as a qualifying illness, they say.



President Clinton on a visit to Detroit this week



## US battered by fires and rain

A "super scooper" tanker aircraft drops water as fires in the Corral Canyon area of Malibu, Southern California, scorched thousands of acres yesterday (Giles Whittell writes). Further south, in Orange and San Diego counties, blazes destroyed at least 70 homes. Near Malibu hundreds of people fled but many, including the actress Shirley MacLaine, chose to stay and fight. Two large and many smaller fires roared on despite the efforts of 1,500 firefighters, 13 helicopters and two "super scooper" planes capable of filling their 1,400-gallon tanks by skimming the ocean. On the eastern seaboard, states of emergency were declared in and around New England after several months of rain fell in a few hours. Flood waters rose suddenly in Boston, 23ft waves were reported on the coast, and a storm - created in part by Hurricane Lili, 1,000 miles to the south - caused at least five deaths.

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## Row over Reagan shooting footage

FROM TOM RHODES IN WASHINGTON

NANCY REAGAN, the former First Lady, entered America's electoral fray yesterday to demand that President Clinton withdraw a Democratic television commercial which uses the attempted assassination of her husband to promote gun control.

In a letter to the White House, she criticised the Clinton campaign for replaying footage of the tragic incident outside the Washington Hilton in March 1981 when John Hinckley, a drifter, shot President Reagan.

"As a matter of decency, I would request that you remove the replays of the attempt on my husband's life in the Clinton for President ads currently being shown on national television," she said. "Certainly you would agree. I hope, that this horrible reenactment stretches even the minimum levels of civility in current political advertising."

The advertisement shows a clip of the assassination attempt followed by a statement in support of Mr Clinton's good character from Jim Brady, Mr Reagan's former press secretary who was also wounded in the shooting and remains paralysed in a wheelchair as a result.

Mr Brady and his wife, Sarah, have become a Democratic poster couple for the issue of gun control. Their name has been attached to a Bill curbing the sale of handguns and they were given top billing at the Chicago convention this year.

The White House maintained yesterday that the advertisement was appropriate and refused to withdraw it from circulation.



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## Republican freshmen face uphill journey to Congress

FROM IAN BRODIE IN CHICAGO

THE short and chequered career of Michael Flanagan as a US congressman could end on November 5.

Two years ago he was swept into office with 73 other Republican newcomers, but the tide has turned. His Chicago constituency had been a Democratic stronghold and the city's notorious party machine is pouring money into reclaiming the field.

It is one of dozens of close races for the House of Representatives. Democrats swear they will win the 18 seats needed to regain control. Republicans counter that they will increase their majority. Intense battles face at least 30 Republican freshmen considered especially vulnerable, and none more than Mr Flanagan, 33.

A stocky, rumped figure, he insists he can beat the odds and prove his last victory was no fluke. Then he ran against a fallen titan of Congress, Dan Rostenkowski, had risen to be chairman of the Ways and Means Committee, but treated taxpayers' money as his piggy bank. He faced 17

fraud charges that have since put him in jail. It is amazing that 63,000 voted for him, but 75,000 took a chance on an untested Mr Flanagan.

The new Democratic candidate is Rod Blagojevich, a state legislator whose Serbian name is as helpful as Mr Flanagan's Irish heritage in the constituency's ethnic stew. More advantageous is a million dollar war-chest.

In striking back, the machine is still driven by nepotism, precinct captains, promises of city jobs, help with problems at City Hall, and occasional gifts of groceries for the needy. Dirty tricks proliferate on both sides. Campaign events are cancelled, posters get ripped down, wild rumours circulate and thousands are registered to vote twice. It is still Chicago.

The Flanagan story is a modern version of Mr Smith Goes to Washington, the Hollywood classic with James Stewart as the political amateur who wanted to do good. Mr Flanagan, a lawyer on the dole, was playing darts in a pub when he decided to run.

outraged by Rostenkowski's hypocrisy and Clinton's plan to "socialise" medicine.

Unmarried, he planned the campaign around his parents' dining table. Both were Democrats but pitched in, stuffing envelopes. Few took him seriously. No Republican had won in Chicago since 1958.

On arrival in Washington, he turned down plum assignments on two committees, Ways and Means and Commerce, that would have attracted lobbyists' money like a magnet. He picked the Judiciary Committee dealing with crime and gangs, big issues in Chicago. Then he muddled the picture by voting to lift the ban on assault weapons, a stance that still rankles with the city's police.

In another mixed message, he signed a pledge before 600 elderly voters to defend full-funding for Medicare - then voted to slow its growth.

This time, fed up in his cluttered committee rooms, he said: "I honestly don't expect to lose. But getting re-elected is much tougher than winning the first time."

## Elderly wary of mercy killing, survey shows

By NIGEL HAWKES  
SCIENCE EDITOR

FRAIL elderly people are far less enthusiastic about euthanasia than their younger relatives, a survey in the United States has shown.

Though unsurprising, the survey's results may give pause to those who want to legalise "physician-assisted suicide" for terminally-ill patients, since it shows that those most likely to be affected favour it least.

Researchers at Duke University in Durham, North Carolina, canvassed the

opinions of 168 elderly patients, with an average age of 76, at the university's Geriatric Evaluation and Treatment Clinic. They asked the same questions of 146 of their relations, including spouses, children, and brothers and sisters.

While 39.9 per cent of the elderly favoured physician-assisted suicide for those terminally ill, 59.3 per cent of their relatives were in favour.

Dr Harold Koenig, the lead researcher, said that the elderly people most opposed to the idea were those who had least control over their circumstances, including blacks, some women, poorly

educated people and those with slight dementia.

"These findings are provocative and of great concern because the frail elderly, poorly educated and demented members of our society have little power to influence public policy that may directly affect them," Dr Koenig said.

The study, published in *Archives of Internal Medicine*, also found that relatives had difficulty agreeing among themselves as to what course of action to take, and were not really able to predict their elderly relatives' attitudes to euthanasia.

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# Say hello to the 'It' boot

Knee-boots are an essential in a winter wardrobe, says Grace Bradberry

Can anyone remember the plot of *Barbarella*? No, but they can remember the knee-boots. Jane Fonda wears a pair, looks great, and makes the rest of the storyline more or less superfluous.

To Americans, Fonda was the "It" girl of her generation. But she was also wearing an "It" accessory, and one that has worked for dozens of glamour girls before and since.

When Yves Saint Laurent dressed Catherine Deneuve for *Belle du Jour*, he gave her a pair of knee-boots. Later the *Avengers* girls wore them, as did *Wonder Woman*, though with rather less panache.

In real life, the Jay twins, Catherine and Helen were knee-boot evangelists, teaming them with miniskirts, and became sirens of the Kings Road. Across the Channel, Brigitte Bardot was another devotee, especially during her late-Sixties St. Martin period, when she was married to Gunther Sachs.

Liz Hurley has now taken on the mantle, though this may be because her legs are not all that the rest of her is cracked up to be. So what is it about knee-boots? What gives them their peculiar allure? So many times have they been fashionable, that the cultural resonances are multi-layered and conflicting. Knee-boots are, variously, the acceptable face of bondage; a symbol of Barbie Doll femininity; the



mark of the liberated woman; a good way to disguise poor calves.

This year, in particular, they are one of the few vogueish accessories likely to excite the opposite sex — crochet tights, sagging shoulder bags, absurd fur boas cannot cut in the same way.

There are also a few things they are not. They are not, for example, a good way to cover up lumpy knees, nor to draw attention away from the lower thighs. And they are not an ideal choice for very short women.

This didn't bother the major fashion designers, of course,

who matched them with everything from military-looking leather dresses (Chanel) to long bohemian coats (Gianfranco Ferré) for the current season.

Fendi went for the full-on glam super-trooper — purple disco trousers, and a long purple satin jacket with wide lapels.

Blumarine, the Italian designer, created a Profumo era girl-about-town look, coupling the boots with short shift dresses, cardigans and sheer tights.

High street designers have tended to combine various different looks. Russell & Bromley's suede buckled boots

complement the military look, but they also recall the Swinging Sixties. Red or Dead's black suede boots with grey stripes are part airport-lounge glamour and part Kings Road retro.

For a domineering *Avengers* look, smooth leather and spike heels are where it's at. They also help to create a long, lean line, though at worst they can look more Abba Super-Trooper than Storm Trooper.

And there are other fringe trends. Original Courreges PVC boots feature in the latest Diesel advertising campaign — but they are a little too kitsch for most of us. The flat

black gumboots featured on the catwalk, but are for only the very tall and the very thin.

Above all, if you're going to spend a considerable sum of money on boots (and boots are inevitably one of the most expensive footwear purchases) then versatility is a key consideration. How many things can you wear them with?

Broadly speaking, four basic shapes fit with knee-boots: shift dresses, miniskirts, just-above-the-knee skirts and boot-cut trousers. Colour is a trickier issue. In previous years the safe option would have been black. But now that brown is the new black, it's no longer so clear.

If you are mixing textures and colours for a more bohemian look, then shades such as plum and chocolate will work. Camel colours will blend with the new blonde colours, with brown, and also with black — provided you keep the shapes simple.

The height issue is a vexing one. Generally speaking, the higher the better this winter: long and lean is "in", and so is a certain cartoonish extremism. On the other hand, your post-feminist style will be severely cramped if you can't move properly. Nancy Sinatra was right. Boots should be made for walking.



ABOVE: Tan leather single-breasted fitted coat, £649 at Joseph, 28 Sicane Street, London SW1.

Tel: 0171 629-4774.

Bronze lace dress, £50 by Warehouse, 19-21 Argyll Street, London W1.

Tel: 0171 278-3491.

Olive, chocolate and cream patterned polo-neck, £59.95, by Karen Millen, branches nationwide.

Tel: 01822 684 032.

Chocolate lace lights, £22 by Walford, 3 South Molton Street W1, London; 11 Eiden Gardens, Newcastle.

Tel: 0171 935-9202.

Brown antique knee boots, £109 by Carvela, 96 New Bond Street, London W1.

Tel: 0171 629-8934.

ABOVE LEFT: Burgundy suede wrap fringe skirt, £286, by Bella Freud at Pelicano, 63 South Molton Street, London W1.

Tel: 0171 713-6466.

Pale blue striped cotton stretch skirt, £95, by Whistles at Fenwicks 63 New Bond Street, London W1.

Tel: 0171 487-4488.

Burgundy suede knee boots with silver square buckle, £195 by Russell & Bromley, 24-26 New Bond Street, London W1.

Tel: 0171 629-6903.

Brown fake fur hat, £249, by Sam de Tanan, 151 Fulham Road London SW3.

Tel: 0171 584-0902.

LEFT: Salt-and-pepper tweed shirt dress, £59.99, by Oasis, 292 Regent Street London W1.

Tel: 0171 377-5335.

Black and grey striped suede boots, £163, and matching black suede bag with grey stripe design, £65, both by Red or Dead, Thomas Neal Centre, Earlham Street, London WC2. Tel: 0171 937-3137.

PHOTOGRAPHER: Steve Poole. Assisted by: Suz Campbell.

Styled by: Deborah Brett. Hair and make-up: Helen Bannan.

Model: Kat at Boss Models.

## BRUSH UP ON BEAUTY AT DICKINS & JONES

Hot from the runways of the New York fashion shows, Bobbi Brown, the make-up artist extraordinaire, has created new looks to complement this year's Fall fashions.

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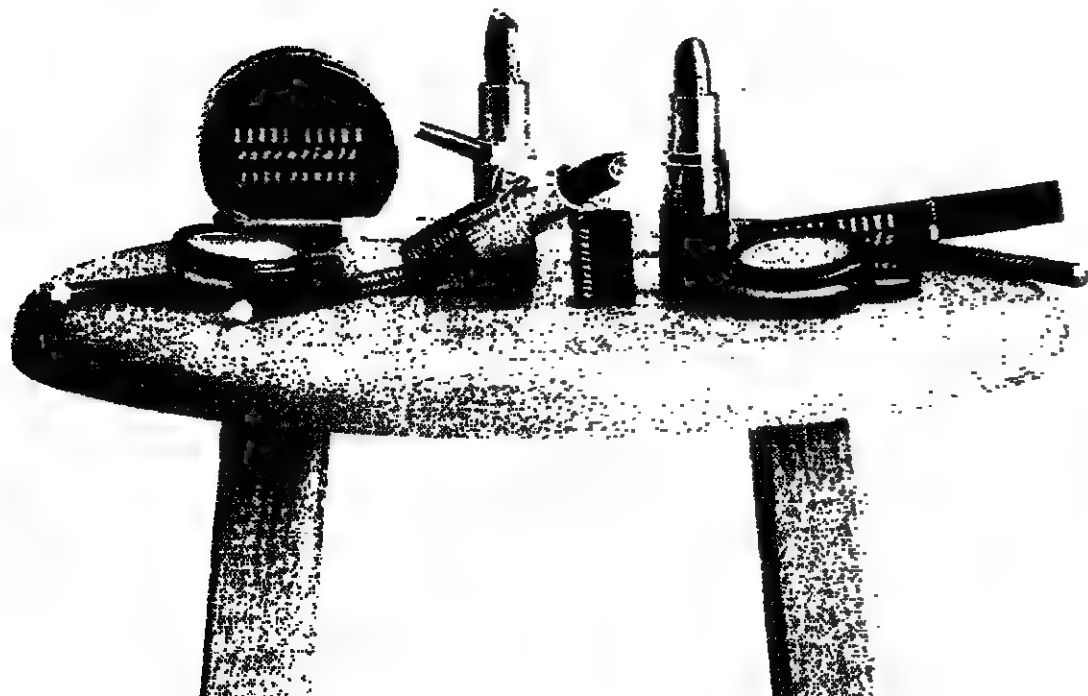
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## Lay the foundations of a face like an angel

On the catwalks this autumn, models looked like angels, with flaxen hair, peachy lips and radiant, dewy skin.

Transferred to the street, this look has brought the "angelic fair", or "pale and interesting", face back into fashion. It is supposed to portray a natural wintry beauty, as if you have just returned from a bracing walk in the woods, and is based on giving a subtle extra glow to your natural winter skin colour.

However, there is a fine line between "pale and interesting" and plain pallid, especially if the only real glow you are likely to achieve this winter is a flush from running for a bus.

The look takes considerable skill to create. The key lies in a clever use of foundation. Fortunately, there are more sophisticated than ever.

Among the most effective are those from a new range of make-up called Technic, which until recently was used only by professional make-up artists, actors and celebrities like Diana, Princess of Wales and Jerry Hall.

Manufactured by the French company, Le Maquillage Professionnel, the range has a staggering 220 different shades of foundation, which can also be mixed to create even more subtle tones. For example, the use of a pale foundation as a base, mixed with variations of a darker shade, will enable you to

Be pale, not pallid, says Bridget Harrison

match your colouring exactly and achieve a winter glow that can be adjusted to suit the occasion.

Technic foundations, which were developed for professional work with cameras, are designed to reflect light off the face, and glow particularly well in the usually harsh light of day. They also have a staying power of 12-14 hours so you won't need to keep popping off to reapply your "natural beauty".

To achieve the angelic dewy look, foundations can be applied without adding powder. However if this effect is slightly too shiny for those who are not planning to strut a catwalk, Technic has also developed a translucent powder to matt out any unwanted sheen.

This month, Clinique has launched its own answer to creating the healthy glow — a foundation containing micro particles, which diffuse light to give the skin a satiny finish. City Base Compact Foundation is available in ten shades and costs £16.50.

For a slightly less shimmering effect, an alternative is Clinique's Soft Finish Make-Up (£16.50), a liquid founda-

tion, which also comes in ten shades and can be used with or without Clinique's light Blended Face Powder (£16).

Clinique stockists: 0171 409-6953. The Technic studio is based at 62 Lancaster Mews, London W2, where clients are invited to test the range. Technic is also available by mail order — send details of your colouring and beauticians will pick trial shades to suit your skin. Foundations cost £16.50 for a compact and £14.25 for the powder.

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## Why this young mother deserves our understanding

When John Major asked us some time ago to condemn a little more and understand a little less, he couldn't have expected that, for once, his words would be heeded. We listened, we acted, we condemned. We carry on condemning. It is easy to condemn when those we understand don't thank us for it.

Sarah Taylor, the 13-year-old girl whose on-off expulsion led to a threatened teachers' strike at her school in Halifax, is easy to condemn. Now that she has given birth to a daughter, fathered by a fellow pupil, her *maître à faire* have been seen to be amply demonstrated and we may thus congratulate ourselves on the perspicacity, the sheer well-advisedness of our earlier breezy condemnation.

I don't deny that I'm glad that my job isn't to teach pupils like Sarah or the 60 or so other pupils that teachers at her school want to expel. Understanding is all very well at a distance, close up it can be hard. And it is true, children need limits and boundaries and rules: just patting them on the head and telling them that their troubled lives justify their troubling behaviour does no good to any of us — least of all them.

But when one learns now that Sarah's disruptive behaviour came at a time when she was in the early stages of a pregnancy, she was keeping a secret, it does cast a rather different light. I am not saying that we should believe her to have been a little angel up till then, but clearly she must have been feeling frightened and defensive and it is hardly surprising if her behaviour reflected that.

One might wish, for her sake, she had felt able to tell someone of her condition, but seeing the way in which the birth has been greeted now, one can hardly blame her for keeping quiet about the pregnancy then. No responsible person should encourage teenage pregnancies — I see that — but condemn as we will, there is something that none of us can bear to admit: that for girls like Sarah, who have nothing, having a baby is a way of having something, of being someone.

These days, airing views like this sounds patronising. But let us be honest: what is the future that Sarah is depriving herself of by having this child? Is it so bright? I don't believe it is and I don't believe Sarah believes it is. Right now, she probably feels that having a baby is the best thing she's ever done. Who is to say she's wrong? (After all, it's what all of us who have had children think.)

I concede that it is a further problem for the State, which will probably have to bear the financial burden of Sarah and her child, and it is hardly beneficial to society as a whole, but to judge her life as if she had our opportunities is wrong. By which I mean it is to misunderstand the issue.

This is not to say she is right. I don't take the moral relativist's view: I do believe that a child needs two parents behaving as adults. But it doesn't help anyone to run for smug cover under such an assertion. And even if, one cannot help but worry about a baby born under such conditions, in Sarah's own circumstances, I'm not sure that it is necessarily such a recipe for child-rearing disaster.

Sarah's parents, with whom she and her baby are living, have five other children. I'm sure Sarah's infant daughter will be easily absorbed into the family. One of the hardest things with which new mothers in our society have to contend is the peculiar isolation that comes from having a baby (one begins to long for some sort of outdated, perhaps purely notional, maternal community) and it may well be that Sarah's child will accrue some benefit from being reared within an extended family.

But for all that Sarah's behaviour isn't to be encouraged, it doesn't follow that it should be met with nastiness and distasteful aggression. I am, frankly, more appalled by the behaviour of some of her local councillors than by her own. The leader of the Conservative group on Calderdale council remarked that the case showed that "one moment of illicit pleasure like this can lead to a lifetime of misery" and his social services spokesman added "her life is ruined". So much for the party of the family: no matter what difficulties, or from what difficulties, a child is born, to greet its birth by pronouncing it a ruin of a life and a certain bringer of misery is despicable.

It is not a question of being holier than thou or of coming on all sanctimonious. Motherhood isn't some sacred office. It can seem to have the power to transform, but it doesn't necessarily do so. One just has to look around to see that. It may well be that this young girl might turn into one of those bullying, brutalising mothers one sees hitting their children and then sneering, as they cry, that next time they'll give them something "really cry about". But that doesn't mean we should decide in advance that she will. Our standards are so fearfully high on this one, and our expectations so fearfully low. We judge women all the time and find them maternally wanting. Take last week's jarring at Madonna with child. One (female) journalist asked whether her new daughter was the Unluckiest Child in the World.

Why should we presume Madonna is going to be a bad mother? But then, being a parent does tend to do things to one: it can bring out the best, but also the worst, leading us to sit in self-congratulatory judgment on every one else's way of "parenting".

None of us truly knows what goes on in other people's families, any more than we know what goes on in other people's marriages. None of us, either, knows what others are capable of, or what they can make of themselves. We don't know any better how we'll fare ourselves, for that matter. But one thing really is for sure: if we wanted to make absolutely certain that girls like Sarah become the worst sort of mothers, we couldn't do better than to erode their confidence by condemning them so viciously, so decisively in advance.

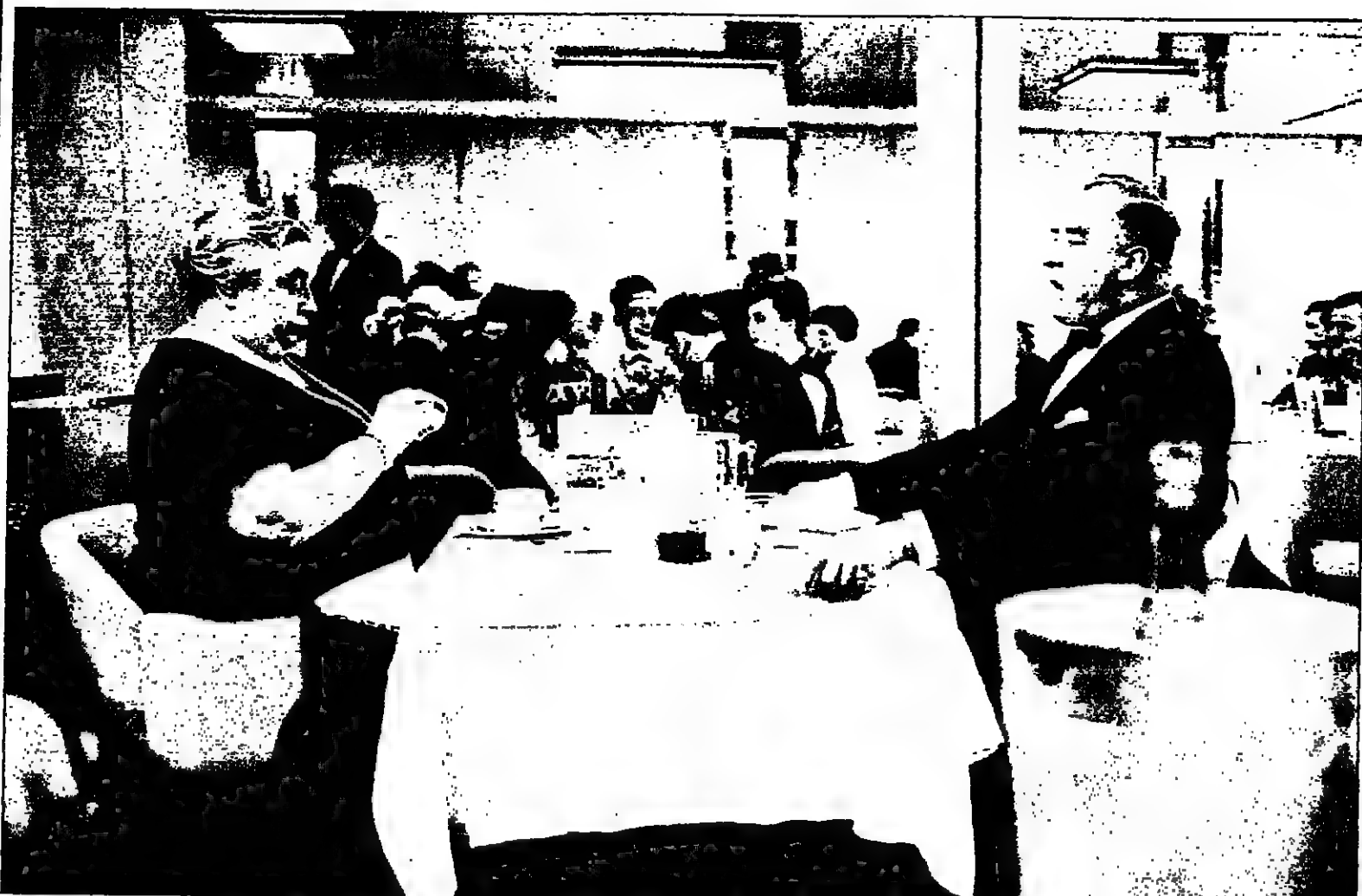
If we tell Sarah often enough that her life is ruined, that her baby is the agent of that ruin and both between them are a waste of time, money and, frankly, space, we shouldn't be surprised if both of them come to believe it.

And so it goes on...



Nigella Lawson

Continuing our excerpts from Norman Davies's book, *Europe: A History*



Don't spit on the floor, dear. Once regarded by historians as a matter of passing fashion, manners can offer valuable insights into social change

## Mark of a civilised man

In the late 11th century, when a Byzantine princess arrived in Venice to marry the Doge, it was found that she ate her food with a golden fork. She was reprimanded by the Bishop for antisocial behaviour. People in the medieval West took meat with their fingers from a common dish. The fork came into general use only during the Renaissance, and only for lifting morsels to one's own plate. The table set of knife, fork and spoon was an 18th-century innovation.

European manners can be studied from the manuals written to teach people how to behave. The earliest, such as *De Institutione noviarum* by Hugh St Victor (d 1141), were addressed to clerics.

The 13th-century Bavarian *Hofrecht* (Courtly Manners), attributed to Tannhauser, was directed at boorish courtiers, as was John Russell's 15th-century *Book of Courtesy*. The most influential, the *De Civilitate Morum Puerilium* (1530) by Erasmus, ran to 130 editions. It was reprinted in Russia when Peter the Great sought to "civilise" his court 200 years later.

At one time, historians treated manners as a subject of passing fashions. But serious analysts have argued that they provide the outward evidence for profound social and psychological changes. Injunctions about spitting, for example, reveal a number of basic shifts: do not spit over or on the table (English circa 1463); do not spit across the table as hunters do (German, 15th century); turn away when spitting, lest your saliva fall on someone; you should abstain from spitting at table, if possible (Italian, 1558).

Formerly, it was permitted to spit on the ground before people of rank; today that is an

indecent (French, 1572). Frequent spitting is disagreeable. At important houses, one spits into one's handkerchief. Do not spit so far that you have to look for the saliva to stamp on it (Liege, 1714). After spitting into your handkerchief, you should fold it once, without looking at it, and put it in your pocket (La Salle, 1729). Spitting is at all times a disgusting habit. Besides being coarse and atrocious, it is very bad for the health (English, 1859). Have you noticed that today we [hide] what our fathers did not hesitate to display openly?

### HIDDEN EUROPE

The spittoon is a piece of furniture no longer found in modern households (Cabanis, 1910).

The need to spit was not challenged until the 18th century, although the constraints about where, when and how to spit had grown steadily. In the 19th century, spitting fell into disrepute, perhaps through fear of tuberculosis. Yet a certain hypocrisy separated the rules of good manners and the widespread use of the

spittoon. Only in the 20th century did a total ban become effective. "No Spitting" notices were retained on London buses until the 1960s. By that time certain rock groups were urging their fans to spit as a mark of social defiance.

The "civilising process" is seen to grow through the centuries, when the standard of what is offensive is slowly raised, and is re-enacted in abbreviated form in the life of the individual. Critics might object to such a narrow definition of civilisation. But all would admit to the gulf which

separates so-called "Western civilised man" from medieval behaviour, where modern concepts of hygiene and privacy were virtually absent. One has only to ponder some other assorted medieval injunctions: it is bad manners to wear a helmet when serving ladies; farts may be concealed by coughing; before you sit down, make sure your seat has not been fouled; when you eat, do not forget the poor — God will reward you.

● This occasional series of "cap-sules" is from *Europe: A History* by Norman Davies (OUP)



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### MEDIA PAGE

Are our children getting the TV they deserve? Page 23

## Politicians who know no shame Truly, madly, MP

NOBODY ever lost money overestimating the thickness of a politician's skin. As safe wagers go, it makes betting on whether the sun will rise tomorrow look like a gamble.

If an MP wants to look into a mirror and be sure of seeing someone who is truly embarrassing, he'd better make sure it's a two-way mirror.

Take Sir Nicholas Scott. Please! His local party has called a meeting to discuss his future after he was found apparently drunk and confused in a gutter. He blamed his woefulness on painkillers.

Kensington and Chelsea says it might ditch Sir Nick — who is already banned for drink-driving and failing to stop after an accident in which a child was trapped in a pushchair — before the general election.

But his wife is still standing by him: this may be what helps to keep him upright through most of the day.

Steven Norris, the former Transport Minister, is so shameless about his serial womanising that he has not only written a book about it, he even read out extracts on Radio 4 while we were trying to swallow our bran flakes.

As for Neil Hamilton, secretarial schools are happily rewriting their shorthand manuals now that they have

### SIGN OF THE TIMES

by Joe Joseph

found two words that cover almost the whole field of ethics, morality, sleaze, free-loading and smugness.

NOW, it seems, it's not just a British disease. Ecuador is a Mecca of mad MPs. Alfredo Adam, the country's Energy Minister, says he would like to live naked and prey on women like a caveman.

He says: "I'd grab any woman I liked by the hair, take her back to my cave and devour her. I'd satisfy my sexual and physical appetites because in those days you ate women in both senses."

As for President Abdala Bucaram — or "El Loco" (the Crazy One) as he is known — he's cutting an album. He says singing makes him feel like Julio Iglesias. "The people who see their President in the mood to sing, to struggle, are a proud people," says El Loco. "If we had a better President, we would have a better people." But only because they'd have to find someone new to laugh at.



## Alan Coren



### The prudent passenger will never again cry 'Chop chop'

Launch supporters of privatised railways — and none is stancher than I — were delighted at Monday's news that the staff of the rail company Connex South Eastern were to receive martial arts training to counter the aggressive behaviour of passengers. What delighted us was not merely the prospect of the last this action would introduce into the dull quotidian grind of getting from A to B (of course, Q, to which we have been redirected by the points failure at S, and whence we shall continue, after spending the morning in the siding at P, to R, changing at D for H, provided the dead dog has been hosed from the line at M, to enable us to be bussed to W to pick up the stopping train, subject to industrial action, to K, but also the notion that nothing could be more consonant with the core principle of private transport. For what is that system itself, if not one of toe-toe, no-holds-barred, in-your-face competitive aggression, red in tooth and claw, which has been so sadly missing from our permanent way for nigh on half a century?

Throughout all those long years, the disgruntled passenger has had nowhere to direct his ire but at the huge amorphous anonymous state blob of BR. He turns up at Charing Cross to find a blackboard declaring that due to a scattering of the wrong kind of catkins on a Maidstone buffer, he will have to kip down on his office desk, but where is his just spleen to be vented? A BR lackey sniffs, a satrap shrugs, a shutter drops on a rapped grille, for the fault is the State's, it is your fault and my fault, and there is naught for the stranded mob to do but mutter and disperse.

Not any longer. Today, the same passenger arrives at Charing Cross, and the blackboard does its stuff, but this time the announcement is signed by Connex. Connex, being in it for the money, is now in it up to its ears. The passenger has a target. "Bring me the man from Connex," he roars. A uniformed figure steps forward, and is halfway through a monologue on the capricious nature of the catkin when the passenger's umbrella breaks across his cap. The mob cheers. But it is not over: the man from Connex shakes the stars from his head, assumes the Nagasaki position, and, slicing through the passenger's defending briefcase with a brick-honed hand, chops him to the concourse. The mob falls silent, yet respectfully so. It knows when it has been beaten. The passenger gets up, and bows to the official, who bows back. Tomorrow, the passenger will return, with a horseshoe in his glove. It is what the enterprise culture is all about.

But tomorrow, the train leaves on time. It is, however, approaching Sevenoaks when the passenger discovers that there is no towel in the lavatory. He pulls his glove on over his wet hand, and, wisely allowing the horseshoe no time to rust, finds the steward and flatters him. The passenger does not, though, notice the guard, for the guard is behind him, and airborne. He is airborne because he is a kick-boxer. Second Dan. That evening, the passenger wakes up beside the Sevenoaks signal-box. But there is a fresh towel on his chest, plus a complimentary bar of Lifebuoy, for a point has been nobly made, and honour satisfied. More yet than this, for what now rises from the cinder-truck is a more determined passenger than ever. Though not as determined as he becomes the following day, when, having sprinted the length of the train to inquire of the driver why it has been stationary for half an hour, he has not only his nice new brass knuckles shattered by the fireman's rice-fall, but his nice old bone ones, too.

I trust you see where all this is leading. It is leading to the symbiotic generation of that mutual respect between service-provider and customer without which the newly privatised rail system would be quite unable to function as it should. It is leading to the end of the bad old days. Just think if, in that brief encounter at Milford Junction, Celia Johnson had complained to Trevor Howard about the smut in her eye only to have Stanley Holloway spring from the stationmaster's office and bang their heads together for slugging off the service, how much more happily everything might have turned out for all concerned.



## Bishops, or party pawns?

Where political and economic experts disagree, bishops should fear to tread. But against moral evils, they should speak out

Bishops are not politicians. It was a mistake for the Roman Catholic bishops to produce a pre-election document, *The Common Good*, which looks so like an election manifesto. Roman Catholics who do not agree with its particular political arguments are bound to resent the bishops moving outside the religious sphere into the political arena. If anything, bishops are less well qualified than many lay people to assess the consequences of economic policies. Certainly they have no special jurisdiction. Their pamphlet does not even have any especially Christian justification; where its policies are defined, almost all of them could be supported by "progressive" people of any religion or none. The bishops' views come closest to those of *The Observer*, which is not itself a specifically Christian newspaper, let alone a Roman Catholic one.

Their pamphlet is as corporatist as I had feared. It is for trade unions, for Europe, against unregulated markets, for a minimum wage, for redistributive taxes and against maximising the productivity of labour. It would reduce Britain's international competitiveness, and would tend to raise both taxes and unemployment. Some of these positions are spelt out more clearly than others, but the main economic message is unambiguous: "Market forces, when properly regulated in the name of the common good, can be an efficient mechanism for matching resources to needs in a developed society."

Plainly this is not a defence of the open market economy but a call for "regulation in the name of the common good". It is even argued that "market forces are just as likely to lead to evil results as to good ones". The bishops are avowed dirigistes. This is not even the new Labour doctrine: it is what old Labour had reached by the late 1970s. The bishops want to go back to the regulatory systems Britain struggled to throw off in the 1980s.

The politicisation of religion is bad for politics but worse for religion. It happened in the darkest centuries of the papacy, when the Popes were behaving little better, and occasionally even worse than the other princes of the time. Even the bishops' attitude to abortion seems to have been softened by political consideration. *The Common Good* emphasises the need to protest against abortion, but it goes out of its way to warn against the danger of voting on single issues, "even

when the attitudes of the candidate on such an issue are at variance with Catholic teaching".

For Catholics, including the bishops, abortion is quite different from other issues: the Church teaches that it is absolutely wrong, the murder of a human being. Yet the bishops must have weakened this position by appearing to warn Catholics against making abortion the critical test of whether they can in conscience support a candidate. No doubt many Catholics do reluctantly vote for the pro-abortion candidates of the party they support on other grounds. That hardly justifies the bishops telling them it is right to do so.

The Catholic bishops have no special authority or information on the subject of Europe. There are arguments for and against further British integration in the European Union. The bishops may personally accept the arguments in favour, as Kenneth Clarke does. There is nothing wrong with that. But this document has been issued as official advice from the Roman Catholic Church in England. "It is possible to be both British and European" is a statement with a pro-European spin, as are the references to "subsidiarity". There is nothing in Christian doctrine or the teaching of the Church that sheds any light on this issue. The bishops are behaving like mere journalists, expressing their personal opinions, and therefore undermining their own authority, which is religious and not political.

If the main propositions of *The Common Good* were to be reversed, they would not become anti-Catholic or anti-Christian. For instance, I believe in minimising the role of bureaucracy and making the greatest possible use of market allocation. I believe in an open labour market to make Britain internationally competitive and so bring high employment. I

support workers' rights to join trade unions, but think that unions often do more harm than good. I do not see that people have any duty to join a union if they do not wish to. I think that the non-elected bureaucracy of Europe already has far too much power, and that the national democracies now have too little. I do not trust the vague doctrine of "subsidiarity". I think that minimum wages cause higher unemployment. I believe that abortion on demand is an absolute evil which stains the public character of those who support it. I do not believe that "workers have rights which are superior to the rights of capital", because without capital there are no jobs.

I believe in democracy and the free market, and I view the bishops as supporters of bureaucracy and regulation. No doubt I may be mistaken and the bishops may be right, but with the exception of the issue of abortion, I do not see how these political debates can possibly be settled on religious grounds. A good Christian can be a Euro-fanatic or a Euro-skeptic, can believe in the free market or in regulation. What a good Christian, in my view, cannot be is someone who thinks that babies may be slaughtered in the womb.

So *The Common Good* is a serious error of ecclesiastical judgment. There is a striking contrast with the work and moral advocacy of Frances Lawrence. To start with, she has the sympathy which derives from her husband's death. She advocates policies to deal with the violence which caused it. She has defined specific policies which she thinks would help, including classes in citizenship, an extended law against the sale of knives, and greater respect for teachers and the police. She speaks of "healing our fractured society", but does not claim to have a unique insight into all the most controversial areas of

present-day policy. Most people will be more impressed by Mrs Lawrence's reaction to her own tragic personal experience than by the bishops' attempt to give the authority of the Church to their private political views.

Religion is a most mysterious thing, in the lives of individuals and nations. It is associated with suffering and martyrdom, as in the case of Philip Lawrence. We are all moved by his self-sacrifice. True religion is associated with sanctity rather than high ecclesiastical office. The saints change men's souls. Religion can have a great influence on politics, but that is usually indirect. Because people have come to believe in certain things, they come to behave in a certain way. The language of religion is the language of prayer, not a pamphlet. Its inspiration is the spirit, not ways of improving the world, though the world is often changed by it. When it becomes directly political, as Christianity too often has, it is usually furthest from the real sources of its power.

Churches have a duty to protest against crying evils, against torture, against slavery, against genocide, and in the present age against abortion. These are moral evils with terrible consequences. Pope John Paul II rightly warns of the modern "culture of death", and the Roman Catholic bishops are right to repeat that phrase. But the bishops are wrong to lay down political doctrines about which honest men can and do disagree. There is no universal moral principle stating that governments, such as that of France, should take 50 per cent of national income in taxes, rather than taking only 20 per cent, like Hong Kong. These matters are best left to ordinary political debate.

In falling into this error, the Roman Catholic bishops have generally been applauded by the leading bishops of the Church of England. Both Churches have become over-eager to intervene in questions where an informed moral judgment depends upon assessing the practical consequences, on which experts disagree. However, the Conservative Party has little to worry about. Nothing is so irritating as being lectured by ecclesiastics on matters outside their competence. They are just as likely to drive people back to Toryism as to drive them on towards Tony Blair.

Simon Jenkins will appear tomorrow.

## Why Nato must not go soft

Michael Portillo spells out the security future

Today the boundary of liberty has been carried to the east, and with so many new democracies we have greater security. Democracies rarely invade one another.

Yet Nato faces a bigger intellectual challenge than ever before. It has to adapt and restructure, to welcome France and Spain to its new military structures, to embrace the new democracies, plan for new types of mission and build a relationship with Russia. It must do all this and yet maintain the integrity they has made it successful.

Nato must remain an Atlantic alliance. America recognises the importance of European security to its own vital interests. Warren Christopher gave a ringing affirmation of America's commitment in a speech in Stuttgart last month. Europe is a continent where dangerous things happen. It is crisscrossed by fault-lines of ethnic and religious division. America keeps 100,000 troops in Europe. No presidential candidate is proposing withdrawal. However, recent differences between European countries and America over Bosnia were not healthy. Europe was criticised for not dealing effectively with the crisis, but I do not believe that this was because Europe does not have a single security and defence identity. It is not a question of institutions, but of what the nations can and will take on.

It is evident that the Bosnian conflict was too much for Europe alone. The Nato force has relied on America for nearly half its troops, much of its strategic transport and nearly all of its satellite-borne command and control. Acknowledging this has injected a welcome realism into the debate about European defence, and has reinforced the importance of America.

There is much concern among applicant nations which fear they will not be among the first new members of Nato, and among those who would rather not see any enlargement. But enlargement is not a new phenomenon. Nor will the next stage of enlargement close the door on future applicants.

Britain, the historic home of parliamentary democracy, is one of the most committed advocates of enlargement, and we shall be keen to ensure that the alliance holds to its timetable. Enlargement will be discussed by Nato ministers in December. At a summit next year, decisions will be taken to invite a number of countries to begin accession negotiations. I hope Nato will be able to welcome the first new members in 1999, its 50th anniversary.

Those are decisions for the applicant countries and for Nato alone, but we recognise that Russia is fundamental to equilibrium in Europe. Nato and Russia must build a real strategic partnership, founded on substance. We need to work with Russia on the architecture of a new security. No one can describe exactly what the building will look like when finished. And for the moment the Russians — even Russian defence ministers — have other things on their mind.

Each journey begins with a single step, and there are steps that we should take now. The Russian co-operation with the Nato Implementation Force in Bosnia has required us to establish liaison through officer exchanges. Those can be broadened and made permanent.

We have not yet succeeded in exploiting the opportunities for joint work with Russia offered by the Partnership for Peace. We should plan together for future joint military missions. We should make it the norm for Nato to consult Russia on changes in which it may have an interest, and we should discuss co-operation on countering terrorism, drug-trafficking, organised crime and weapons proliferation. If enough of substance emerges from all that, the results could be formalised in a charter between Russia and Nato.

In parallel, we must enhance the Partnership for Peace with other nations. This scheme has proved to be successful, more quickly than we expected. It is now a permanent element of the European security structure. We can build on this success. We should strengthen the political dimension, allowing consultations between individual partners and Nato on a much wider range of issues than today.

We should also broaden the military dimension of the Partnership for Peace. Nato should prepare with its partners for more challenging tasks, including peace enforcement. We need to be rigorous in ensuring that we get value and learn lessons from the exercises we mount together. We should avoid window-dressing, and put the emphasis on work that produces a broad improvement in performance and co-operation. We should allow the partners more input into Nato's work and allow them to move towards full participation in Nato's integrated defence planning process, the process at the heart of the alliance.

This talk of a new relationship with Russia emphasises how different the world has become. But history shows that we must not allow our guard to slip. Catastrophe can ensue when a slightly higher investment in defence and an unambiguous demonstration of political will would have prevented it.

Let us remember that Nato has been successful because its members have committed themselves to hard discipline, to maintaining the finest military capabilities, essential to meet threats to national survival. This is not the time for Nato to go soft, and certainly not a time to convert it into an organisation principally for peacekeeping operations. The author is Defence Secretary.

## Classic fudge

CLASSICAL MUSIC artists who are piqued when their records are placed in the pop charts are to be recognised with a chart of their own: a crossover chart straddling pop and classical. For years, the compilers of the classical charts and the record companies have argued about what to do when a classical artist makes a non-classical record.

When Lesley Garrett, the operatic soprano, made her recent album *Soprano in Hollywood*, her record company wanted it catalogued in her natural field of



Anthony Way: new chart

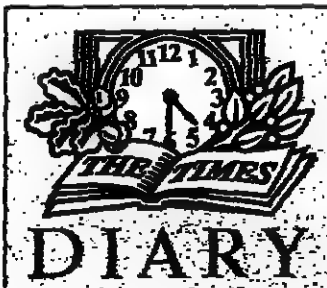
competence, the classical charts. There she would have been No 1, but she was bumped off into the pop charts, because the compilers, Chart International Network, argued that her renditions of movie songs were pop. As a result she had to languish behind the likes of Oasis.

John Williams, the guitarist and composer of such film soundtracks as *Schindler's List*, and Anthony Way, the choirboy star of the series *The Choir*, have also been caught in this trap. "The compilers are just narrow-minded purists," said my man at Sony.

Now, the compilers have become so fed up with the record companies' attacks that they have capitulated. From January, there will be a special chart for this sort of coffee-break music for Garrett, Williams and their ilk to top until the end of time.

### Fur away

EXPECT a good turnout for the funeral on Thursday of that trouper of stage and screen, Beryl Reid — for she was a popular soul, given to belly-laughs with her mates. Concern now centres on her cats



— all seven of them. She doted on the beasts, mentioning them often in her memoirs, one volume of which she called *The Cat's Whiskers*. The felines, some of them pensioners, are at present being looked after in Beryl's cottage in the country — but their fate is uncertain. "No decision has been made on them at all," says a friend.

### Top man

ONLY in Italy could a man on trial for complicity in murder and for Mafia links speak at the launch of a book about the Pope. On Monday night, Giulio Andreotti, a senator for life and former multiple Prime Minister, gave a speech at the Foreign Press Club in Rome for the Italian launch of Carl Bernstein's biography of John Paul II.

Andreotti, who has been charged with conspiring to murder a journalist and hobnobbing with the Cosa Nostra, spoke admiringly of the book then added that he had brought along some notes to be included in a second edition. He then disappeared without any of his old security trappings, alone into the Roman night.

High living has become a way of life for the leaders of the ANC. Cyril Ramaphosa, the former Secretary-General who has now entered the private sector, was giving a radio interview over his car phone when suddenly a crash



"Sports? No I'm the Geography teacher"

came down the line. The interviewer panicked, crying "Are you all right, Mr Ramaphosa?" After a short while, a voice replied: "This was much easier when I had my chauffeur."

### Old stagers

LUNCHING yesterday in Wilton's restaurant, Jermyn Street, were two old Tory warhorses the Lords Tebbit and Saatchi. Although Tebbit has been critical of the Tories' campaign organisation, his office denies that he was offering the full weight of his experience to Saatchi, who will shortly be gazzetted as Lord Saatchi. They are old friends from many campaigns ago. Lord Tebbit will be one of Lord Saatchi's sponsors when he is introduced to the Lords, so they were probably discussing that.

### Platitudes

AN UGLY rumour is doing the rounds at the *Sunday Mirror*, where the turnover of editors has been as fast as that of pancakes on Shrove Tuesday. Amanda Platell, the paper's acting editor, is on the point of handing in her notice. Officials at the junior tabloid insist that the rumour has little foundation, but they will doubtless be proved wrong. I understand that



Amanda: jumping ship?

she cannot see eye to eye with her immediate superior, Bridget Rowe, known on the editorial floor as "Fagash Lil".

Trouble in clubland, where the pop culture magazine *Arena* has filed a suit against the Hanover Grand nightclub in London, one-time favourite nightspot of our friend Tara Palmer-Tomkinson. Why? The club holds a night called *Arena*. Piers Adam, the nightclub's louche proprietor, says: "This is extraordinary. Why don't they sue Wembley Arena as well?"

P-H-S





## FAILING TEACHERS

If pupils run riot, the staff should bear responsibility

At The Ridings School in Halifax, teachers are threatening to strike because of the disruptive behaviour of 60 pupils. At the same school, just 1 per cent of 16-year-olds last year gained five GCSEs at A-C grades. If the school has "bad" pupils, it clearly suffers from bad teaching too. It is a wonder that the parents and pupils have not gone on strike.

The students about whom the teachers are complaining represent 10 per cent of the school roll. Whatever the social circumstances of the area, it would be very odd for such a high proportion of pupils to be suffering from what are generously called behavioural difficulties. To the outsider, it looks as if a breakdown in school discipline has allowed a few ringleaders to recruit others into a rebellious clique which has made life insufferable not just for teachers but for fellow pupils too. The fact that the proportion is 10 per cent rather than the more usual 1 to 2 per cent suggests that the authority which usually constrains the behaviour of gang followers rather than leaders has evaporated. In other words, the teachers are as much to blame as the adolescents.

Failing schools create their own culture of decline. When teachers have lost the ability to control their classes, their horizons shrink. They expect bad behaviour, and their expectations are seldom disappointed. Educational achievement becomes secondary to getting through the day.

Once the pupils realise that they can get away with bad behaviour, they become far harder to teach. So the school suffers from a fast turnover of staff and a high proportion of itinerant — temporary or supply — teachers. As its reputation suffers, parents who can find a place elsewhere for their children do so. Pupils who remain have parents who either do not care or have failed

to secure entry to a better school. The last thing that schools such as The Ridings need is a teacher strike. What they need is outside help and a fresh start. Ofsted, the inspection agency, is not due to inspect the school until next month. It should already have been alerted by The Ridings' record of GCSE failure to step in earlier. Meanwhile, the school clearly suffers from a leadership vacuum; the local education authority should find a dynamic new head teacher, fast, who can instil a culture of learning where none currently exists.

But that can happen only if teachers face up to their responsibilities. Teenagers will run riot if they are allowed to do so. This school sounds as if it is run by the pupils, not the staff. Only a weak and defeated group of teachers would have allowed that to happen. They owe it to the majority of pupils who want to learn to restore order; instead they are threatening to leave their posts.

Teaching in "sink" schools is particularly difficult and requires more talent and confidence than in leafy suburbs. Gillian Shephard, the Education Secretary, recommended to the teachers' pay review body that inner-city jobs should be better paid. This sensible idea was dropped. It should be reinstated, to attract the best teachers to the schools where their skills are most needed. Mrs Shephard should also introduce in-service training for teachers on how to control and discipline an unruly class.

Meanwhile, this example has shown how important it is for Ofsted to target the schools most in need of help. Once this first four-year cycle of inspections for secondary schools is finished next summer, the agency intends to concentrate more on struggling and failing schools. That targeting will come not a moment too soon.

## FIRES OF HATE

Tragedy could engulf the entire African Great Lakes region

Since they were first established in 1994 in the aftermath of the Rwandan genocide, the dangers attendant on maintaining semi-permanent camps for millions of mainly Hutu refugees in neighbouring Zaire, Tanzania and Burundi have been obvious. In countries as poor as these, the presence of massive numbers of refugees is always destabilising. Their needs for firewood and water wreck the surrounding environment and the free food and medicines provided by humanitarian aid make them, in all their destitution, the privileged objects of local enmity. In horribly ill-governed east Zaire, where there was already considerable persecution of the Banyarwanda and Banyamulenge — Tutsi and Hutu communities settled there for well over 100 years — the refugee camps have been tinder in dry wood.

The only surprise is that the fire has taken more than two years to ignite. The United Nations should have begun urgent repatriation at least by last year, when Zaire's President Mobutu underlined his determination to be rid of the refugees by dumping 15,000 of them over the Rwandan border. Now that it is in full blaze, as Zairean troops fight to expel the original "alien" communities, far more people are at risk than the quarter of a million refugees who have so far fled the fighting raging around the camps.

The danger now is of the total collapse of civil order in an area populated by around 30 million people — and of open war between Zaire and the Tutsi-led troops of Rwanda and Burundi. Even without Zaire stirring the pot, hatreds between Tutsi and Hutu, which poison great tracts of Africa's Great Lakes region sweeping from the Tanzanian border northwest through Burundi and Rwanda to Uganda, give rise to regular massacres. Zaire itself, still more populous, has been reduced by President

Mobutu to bankruptcy and near-anarchy. In such conditions, what his soldiers have started in east Zaire could unleash a whirlwind clean across that vast country.

The West cannot and will not impose regional peace. But it can do more than evacuate its nationals and wring its hands. Zaire has the begging bowl out for aid and investment — its Prime Minister is in London this week for that very purpose — and should be given a united ultimatum to stop the pogroms by its soldiers. It should further be required to co-operate with the UN in the urgent next step: the orderly, supervised closure of the refugee camps.

Because, in an act of exceptional folly, the UN has allowed these camps to be run by the armed Hutu extremists who set off the 1994 Rwandan massacres, this will be dangerous work. The militias must be disabled before the refugees they terrorise will dare volunteer to go home to Rwanda. Some African troops will be needed, and America and France should bury their arguments about how best the West can support an African force. These were petty in the first place and look reprehensibly irresponsible in the present emergency.

Centres in Rwanda where the returnees can feel safe will be needed. This will be expensive, but no more so than getting aid into Zaire's war-zone where militias will grab most of it. The money poured into Zaire's camps, hotbeds where Hutu extremists plan the next Rwandan civil war, would have been better spent helping Rwanda to make good its promises of reconciliation. A more stable Rwanda would reduce tensions in Burundi. Containment will be only patchily effective. But each patch of peace, by giving ordinary people hope, puts pressure on the leaders who have exploited their fears to such murderous effect.

## THE GOOD DIVORCE GUIDE

For better for worse, till the checklist us do part

The latest marriage guidance expert claims that he can predict which couples are likely to divorce, even before they are married. Professor Howard Markman from Denver, Colorado, lists a number of danger signals.

His checklist sounds like the latest emanation of pop psychology, psychobabble, perhaps. But the practice of seeking prophetic reassurance before the leap in the dark into matrimony has old roots. Stone Age man married with brute club and dragged his bride off to his honeymoon cave by her hair. At least, that is how the modern cartoonists draw him. And until recently in most societies the bride had little more choice of her partner than Mrs Flintstone. But the man and the parents of both parties consulted a witch doctor, priest or elder as well as their bank managers before a marriage was arranged. And such matrimonial consultants used the entrails of birds or tribal scriptures as their checklists. But their advice would still have been based on such commonsense folklore as "Never marry somebody from a different background: their table manners will drive you mad."

Professor Markman's state-of-the-relationship research concentrates on the strategies by which married partners resolve their arguments, for example by appeasement, pounce or forming alliances. His finding that men tend to cast their eyes in appeal towards heaven against the monstrous injustice of women is supported by stout poetry — and male self-pity. But once such an argument has broken out, the ideal

practice is to referee it by egg-timer, allowing each plaintiff two minutes to state her case without interruption. However, ideal practice has nothing to do with matrimonial arguments. And loss of the egg-timer would make the argument worse in most kitchens.

The professor's checklist gives the symptoms of argument and refusal to compromise. But it has nothing to say of the causes. Any ancient marriage oracle worth her puff of bay-leaf smoke could have told him that matrimonial contests rise from trivial things. For marriage is not a word, it is a sentence. And marital disharmony arises not from mighty causes of politics, religion, or whether Pope is a better poet than Byron. It comes from little things, such as dirty socks on floor, cap off the toothpaste and whose turn it is to get up for the baby.

So this divorce checklist does not get down to the basics of the ancient and honourable institution. Indeed the accusation of having lied on one's premarital checklist could even add a new cause of marital resentment. Once formally recognised, tactics of marriage argument could become as much a source of argument as the traditional ones of mothers-in-law and coming in allegedly drunk. Anything that makes those contemplating matrimony think harder about it first is to be commended. Such premarital checklists might even reduce the number of divorces by reducing the number of marriages. But nothing, neither psychological profiles nor chicken bones, can ever make the great leap in the dark a sure thing.

## LETTERS TO THE EDITOR

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### Violence and society: time to reverse destructive trends

From the Reverend Dr Kenneth G. Greet

Sir, The widespread and positive response to Mrs Frances Lawrence's brave initiative reports, October 19, 21 and 22 is deeply encouraging. She has called for a movement to tackle violence. This is no short-term objective. We are nearing the end of the most violent century in history. The roots of violence run deep into the cultures of our civil, national and international life. Violence is a seamless robe. It is not just video nasties that affect the mental climate but real-life displays of the technology of mass destruction.

In 1994 the World Council of Churches took prophetic action in launching the Programme to Overcome Violence. In June of this year the Methodist Conference urged churches to study and participate in this programme. It also called for changes in the law relating to handguns. The churches must be in the van of support for the long-term effort of Mrs Lawrence. The gospel both demands this and also provides vital clues about how to approach the task.

Yours sincerely, KENNETH G. GREET (President, Methodist Conference, 1980-81), Redcroft, 88 Broadmark Lane, Rustington, West Sussex, October 22.

From the Chairman of Family & Youth Concern

Sir, In October 1999 you published a letter from myself in which I called for concerned people to come forward to resist the destructive and demoralising trends which threatened the finely balanced stability of our community and caused many kinds of antisocial behaviour. My concern arose because it was becoming clear that many of my patients were suffering not from unavoidable medical conditions but from the consequences of family breakdown.

My letter struck a chord and this organisation was formed 25 years ago. Since then our research has consistently shown the underlying

causes and the destructive effects of family breakdown. It has also revealed that the family founded on marriage is the safest environment for children and the greatest source of social stability. This message has for long been seen as politically incorrect and has fallen on deaf ears among those of all political persuasions.

The tragic death of Philip Lawrence at the hands of such a clear product of family and social breakdown has led his brave widow to call for a reappraisal of how we raise our children. We offer her our whole-hearted support.

The files of all relevant government departments are bulging with evidence, collected over many years, which supports Mrs Lawrence's plea. Yet no government over the last 30 years or so has seriously committed itself to the many proposals which have been urged upon them. Perhaps at last we can expect ministers to match her courage and to give the practical support which only governments can give to programmes specifically aimed at strengthening the fundamental unit of society, the family.

Yours faithfully, STANLEY ELLISON, Chairman, Family & Youth Concern, 322 Woodstock Road, Oxford, October 22.

From Mr P. J. Taylor

Sir, Mrs Lawrence's campaign deserves to succeed but will fail unless it starts from the premise that unacceptable behaviour patterns are mostly received. We are exposed daily, in the guise of mass entertainment, to the whole spectrum of violence from public graecism to fatal violence. For every Philip Lawrence who might show a child a better way, there are huge resources dedicated to the reverse, because the portrayal of decency is not a marketable product.

The consequent and inevitable level of antisocial behaviour in real life is too great a price to pay for an uncensored society. The promulgators of behaviour-forming material must

be controlled by society and not vice versa.

Real success will come not by forcibly closing the knife shops, but by seeing to it that no one wants to use them.

Yours sincerely, PETE TAYLOR, 16 Monks Road, Virginia Water, Surrey, October 22.

From Dr Heinrich Harke

Sir, We should all applaud Frances Lawrence's call to create a better society; but what has the ban of "combar" knives (or any other ban, for that matter) to do with what is essentially a moral crusade?

Surely, morality is all about informed choices between good and bad. Remove the elements of information (ie, education) and choice (ie, liberty) from the equation, and you destroy morality, creating a society in which people act not in accordance with a moral framework they understand and accept, but under coercion from laws which all too often they neither understand nor accept.

Isn't that exactly what has gone wrong in our society?

Yours faithfully, HEINE HARKE, 16 Dene Close, Earley, Reading, Berkshire, October 22.

From Mrs Ann Johnson

Sir, A glance in the window of any video hire shop reveals the extent of violent and depraved "entertainment" on offer. Their main customers, especially in deprived inner-city areas, are idle, bored, unemployed young people. Until these evil products are banned and destroyed an intensive course in violent sadistic behaviour is only too readily available for emulation.

Yours sincerely, ANN JOHNSON, 5 Barnack Road, Stamford, Lincolnshire, October 21.

### Family values: undermined by present tax structure

From Mr Phillip Downs

Sir, Both main parties seek a return to family values. Any such campaign lacks credibility unless they can demonstrate a commitment to a taxation system under which families receive appropriate financial recognition.

A Centre for Policy Studies paper, *Are Families Afforded?* (report, July 29, later editions leading article, August 29, *Agastide Kalkinsky*, August 30), showed that because personal allowances are not transferable between spouses and no allowances are given for the number of dependants supported by the taxpayer, expenditure on the rearing of children is treated as just another consumer choice, no different from expenditure on, for example, a yacht.

This is hardly a strong moral platform from which to promote a return to family values. Until the fundamental discrimination against single-income families ends surely all such proclamations are political posturing. Families should be taxed as an aggregate unit, thus allowing the use of both spouses' personal allowances and lower-rate tax bands.

Yours faithfully, PHILLIP DOWNS, Michaelmas Cottage, Roundle Square Road, Belfham, West Sussex, October 16.

From Mr Andrew Rowe, MP for Mid Kent (Conservative)

Sir, Simon Jenkins ("A better class of waffle", October 16) is right to be wary of attempts by politicians to define and regulate the human family. There

are, however, good reasons for demanding that all politicians pay more attention to the effect their policies have on the upbringing of the nation's children.

Research increasingly suggests that children who have had their mother available to them in their early years are likely to thrive better than those who do not. This suggests that government policy should do more to make more equal the choice placed before mothers.

At present the tax system, the pension rules, the recruitment and promotion policies of employers public or private, weight the scales against mothers who take time out of their careers to look after young children. This could be addressed without in any way removing from women their freedom of choice to work outside the home.

If the political parties saw children as the nation's most important priority they would shape their policies to enable young or unsupported parents to receive much more help and guidance. I agree with Jenkins that politicians have no business trying to tell families how to behave. I am equally sure that politicians should try a lot harder to provide parents with a real chance to find the support which they so often want and are denied.

Yours faithfully, ANDREW ROWE, House of Commons, October 16.

From the Shadow Secretary of State for Education and Employment

Sir, Simon Jenkins is wrong to assume that the concepts of family and

community are exclusive. In the decent society advocated by Tony Blair there is a recognition that family units make up society, and that without society there can be no individual liberty.

Social morality, as Mr Blair argued, is not in opposition to liberty but is the only way for an individual to enjoy freedom. Tackling truancy or noisy neighbours may seem anti-libertarian in the fashionable London suburbs, but on estates in my constituency they are prerequisites to individuals and families being able to live a decent life with freedom for themselves.

These proposals cannot be isolated from our approach to education, which is designed to maximise opportunities and offer all children the chances which some take for granted. Home-school contracts, which Mr Jenkins criticises, would empower families to know what is expected from schools, whilst recognising the vital contribution parents can and must make to their children's education.

To raise standards in inner-city schools we must have greater parental expectations, while young people who face long-term unemployment need the skills to gain lasting jobs.

New Labour's policies are practical. But they are underpinned by a philosophy which recognises that a decent and free society is built on both rights and responsibilities.

Yours sincerely, DAVID BLUNKETT, House of Commons, October 16.

### Nursery vouchers

From the Director of Education, Wandsworth Borough Council

Sir, Your report of October 16 on the nursery voucher scheme may have left readers with the impression that Wandsworth Borough Council has misgivings about extending the scheme across the country next April. This is not the case.

The council's main objective in piloting the scheme was to see how workable the administrative arrangements were and to provide information that would influence the final form of the initiative. Vouchers have been shown to work, and the lessons learnt will strengthen the scheme as it is introduced nationally.

Far from there being any risk to quality, we predict that expectations of what four-year-olds can achieve will rise and that the best of current classroom practice will be established as the norm.

Yours faithfully, PAUL ROBINSON, Director of Education, Wandsworth Borough Council, Town Hall, Wandsworth High Street, SW18, October 17.

Business letters, page 29

Letters for publication may be faxed to 0171-782 5046.

### Sleaze inquiry

From Mr George Cunningham

Sir, What on earth is wrong with a whip or any other minister trying to get a Commons committee to do what the Government wants (report, "Speaker allows inquiry into sleaze allegations", October 16)?

Persuasion and pressure is the essence of political activity. Fault lies only with a committee chairman or member who does not tell the whip to jump in the river.

Yours faithfully, GEORGE CUNNINGHAM (MP for Islington South, 1970-83), 28 Manor Gardens, Littleton, Middlesex, October 16.

### Birthright?

From Mrs Pauline Pountney

Sir, I see that tired new fathers need paternity leave (report, October 16, early editions). What has become of the men of today? When our children were born, in 1963 and 1966, my husband was at home on our return from hospital, but this was known as annual leave.

Yours, PAULINE POUNTNEY, 112 High Street, Broughton, Kettering, Northamptonshire, October 16.

### London Arts Board

From the Chief Executive of the London Arts Board

Sir, I was glad to see that Richard Morrison had taken the trouble to read the London Arts Board's annual report ("Top of the waffle charts this month", Arts, October 19), although disappointed that he chose to comment on only one aspect of the board's work.

The London Arts Board's 15 members, its advisers and assessors are unpaid: they give their time and expertise generously because of their commitment to the arts and their desire to see them thrive.

The board operates a strict code of practice which prohibits board members or advisers from involvement in decisions in which they have an interest.

Sadly, Mr Morrison chose not to mention the astonishing range and diversity of work encouraged and supported by the London Arts Board over the past year, nor its contribution to the quality of life in London.

Readers who would like the full story will see from the report that it is Londoners, and visitors to London, who benefit from the board's investment in artistic excellence and innovation.

Yours etc, SUE ROBERTSON, Chief Executive, London Arts Board, Elme House, 133 Long Acre, WC2, October 21.

### Rotating the top job in the Forces

From Rear-Admiral Sir Leslie Townsend

Sir, Between 1960 and 1982 I spent some 12 years in the Ministry of Defence working for or with six officers who subsequently became Chiefs of the Defence Staff (report, "General beats Navy man to top Forces post", October 16).

Over that time the principle of strict rotation of this appointment between the three Services, initiated by Duncan Sandys and developed in the 1960s by the Mountbatten reorganisation and reforms, was supported and observed by Lords Hensley and Carrington, both long-serving and respected Secretaries of State for Defence.

Although I know Admiral Sir Jack Slater, who the Navy hoped would succeed Field Marshal Sir Peter Inge, I am not writing with a naval succession in mind. I merely point out that wiser and more experienced ministers and Service chiefs formed and supported the concept of strict rotation between the three Services, which acknowledged that there could be little or nothing to choose between them professionally. This has been abandoned in recent years in favour of a system of personal preference which has, in my view, proved to be inferior.

Mr Michael Heseltine, while Defence Secretary, tired of what he called "Buggins's" turn, and so presumably chose the man whose personality, and possibly sympathies, suited him best. I doubt that a judgment made by a politician would be on any other grounds, and certainly could hardly be based on a judgment of professional competence. In recent years Secretaries of State for Defence have seldom remained long in the job. So who should make the choice now that the rotation procedure has been abandoned?

The rotation principle was based on the premise that each Service would know when its turn would come and would thus be able to prepare, by selective appointments and experience, the very best of its officers for the job some ten years in advance.

To describe, for example, Marshal of the RAF Lord Elworthy, Field Marshal Lord Carver or Admiral of the Fleet Lord Lewin as "Buggins" because their Service was represented in rotation would seem to imply that after being selected from thousands of contemporaries and after some 40 years reaching the top of their profession, they might not have been as competent as another head of a different Service.

The way in which matters are now resolved is a root cause of entirely understandable, but quite unnecessary, dissent between the Services.

Yours truly, LESLIE TOWNSEND, 8 King Charles Street, Old Portsmouth, Hampshire, October 14.

### Out for a duck

From Mr Julien Foster

Sir, Mr Peter Humphrey (letter, October 14) says that his local Indian restaurant cited EU regulations prohibiting the import of Bombay duck into the UK by way of explanation for the fact that it was off the menu: something of a "Canard de Bruxelles", he suggests.

MAFF and the Department of Health have both informed me that they have heard of no such regulations from Brussels or elsewhere. As far as they are concerned, there is nothing to prevent the import of Bombay duck. They were also unable to say whether it actually had to come from Bombay to be described thus (viz, Red Leicester, Parma ham, etc).

Yours faithfully, JULIEN FOSTER, Beechwood, 2 Warren Avenue, Shortland, Bromley, Kent, October 14.

From Mr W. J. R. Gardner

Sir, Having read Mr Humphrey's letter yesterday, I made a point of ordering Bombay duck at a local Indian restaurant where I was dining for the first time last night. It was not available. I was told that they could not prepare it as the smell of the process offended local residents.

It is proper that Brussels should be criticised when its decisions deserve opprobrium; but it seems to have become a catch-all excuse.

Yours sincerely, JOCK GARDNER, 21 Milton Grove, Lock's Heath, Southampton, Hampshire, October 15.

### A broad canvas

From Mr Ray Ward

Sir, Richard Cork's revelation (Arts, October 21) that volume 19 of *The Dictionary of Art* is entitled *Leather to Macho* reminds me that volume 2 of *The New Grove Dictionary of Music and Musicians* (from the same publisher, Macmillan) is entitled *Buck to Bolivia*. One cannot help wondering if these things are entirely fortuitous.

Yours faithfully, RAY WARD, Flat 97, 17 Sheppard Drive, SE16, October 21.







OCTOBER 23 1996  
Forthcoming marriages

OBITUARIES

STEFAN KNAPP

Stefan Knapp, artist and architectural enamelist, died on October 12 aged 75. He was born in Bilgoraj, Poland, on July 11, 1921.

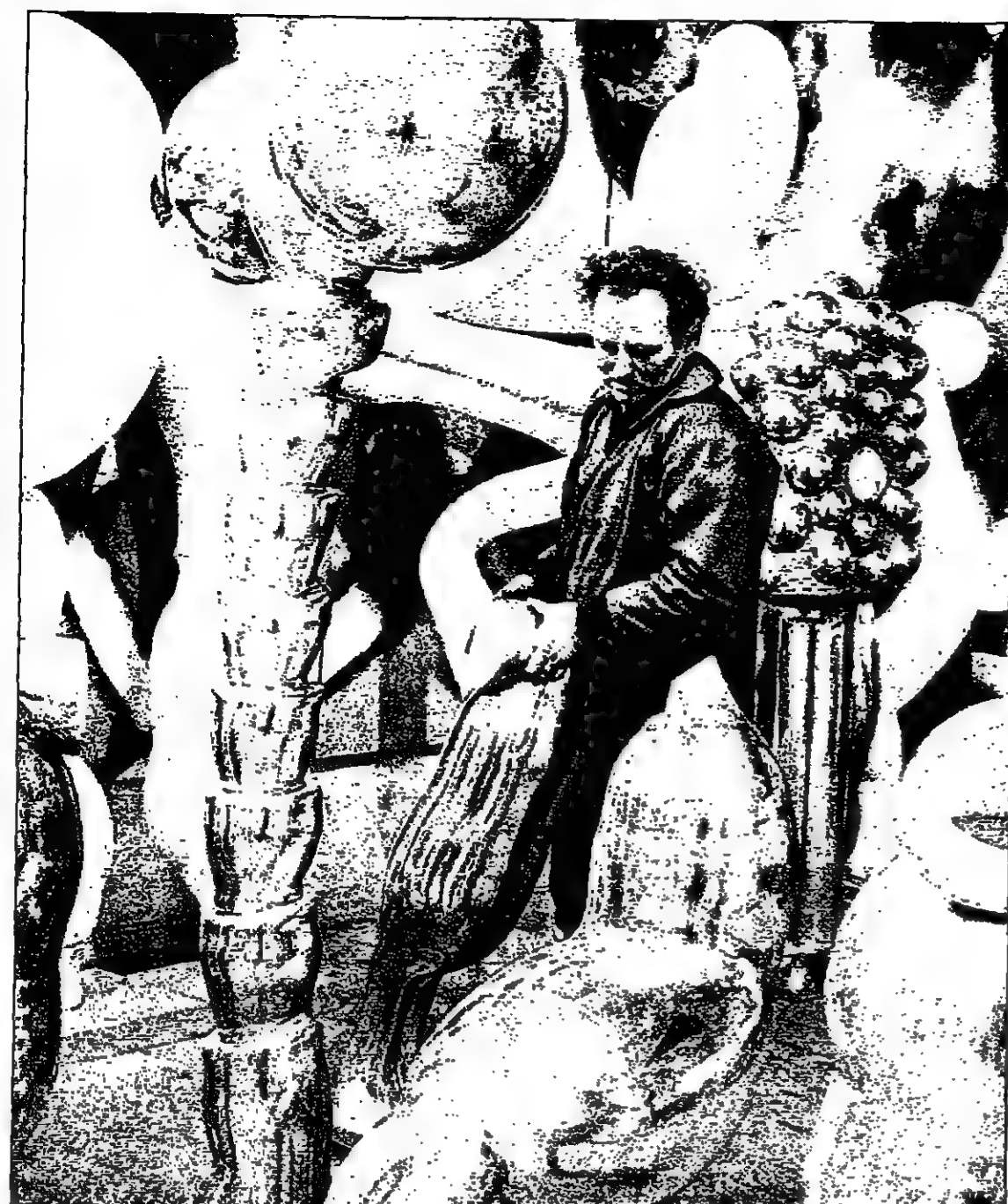
A man whose vision of the world was tempered in the brutal environment of a Siberian labour camp, Stefan Knapp rose above the sufferings of his early life to become an artist whose glowing colours and abstract designs reflect an instinctive optimism and faith in life. Although he knew that much in the modern world was not beautiful, he dedicated himself to improving the man-made environment, and it was as an architectural enamelist that he became best known.

Even as a prisoner of the Stalinist regime Knapp pursued his art, moulding small sculptures from pulverised bread and tattooing his fellow captives with needles heated over burning meat fat. Not even a spell in solitary confinement as a punishment for wasting food could deter him. Later, as a British citizen, he spent years pioneering new techniques for enamelling steel. The resplendent colours and dramatic designs of his murals may be seen on public buildings all over the world. His work soars upwards on skyscrapers in America, it envelopes hospitals in Düsseldorf and London, and commemorates the Battle of Britain in Warsaw. Shortly before he died he went to Heathrow airport to see the mural which he had created for the new transit building designed by Sir Richard Rogers.

Stefan Knapp was born into an educated and financially secure family in the village of Bilgoraj in eastern Poland where his father, the owner of a small sieve-making factory, was a pillar of the local community. As a boy Stefan had a contented upbringing. He loved to fish in the nearby rivers, to roam the countryside with his friends, to draw and read and listen to music. But, growing up at a time when Poland was trying to steer its precarious course among the powers of Europe, especially Germany and the Soviet Union, politics too became an integral part of his life and never more penetratingly than when, in September 1939, his father was arrested by the Russians who had just invaded Poland from the East. He was never seen again, nor did the family ever find out what had happened to him.

Stefan Knapp was at this time studying in Lvov with the intent, eventually, of winning a place at art college. Young Poles, particularly students, were regarded with suspicion by the Soviet forces, eager to crush any resistance to their occupation. Knapp was barely 18 years old when, talking to a friend one day on a street corner in Bilgoraj, he was seized and, sentenced to a spell of hard labour, transported to a desolate Siberian camp.

The long, cramped train journey across the steppes was but a foretaste of the hardship that was to come. Knapp was later to remember with



pain how a woman gave birth to a child on the journey, and how, with no medical facilities available, the baby was stillborn. The stricken woman clung to her dead child for two days until it was wrenched from her arms by the Russian guards.

It was winter in Siberia when they arrived. None of the prisoners was equipped for the biting cold. Sent out every day to work clearing forests for an intended railway line, they were quickly debilitated by the meagre rations and the incalculable temperatures. Yet any man who did not perform his quota of work for the day forfeited his allocated portion of food. Knapp and his colleagues only managed to survive by capturing and eating the guard dogs, the only creatures in the camp with any meat on them at all.

Yet, even despite this occasional fragment of stolen meat, Knapp's

health began to deteriorate severely. Suffering extreme mineral and vitamin deficiencies his eyesight began to fail and his emaciated legs to swell until he could scarcely walk. Eventually he was so incapacitated that he was taken by a sympathetic orderly to see a doctor.

While Knapp was waiting for medical attention he found himself, to his delight, with a pencil and paper in his hand for the first time for many months. He whiled away the time sketching the orderly who was waiting with him. It was his drawing skills which were to save his life. So impressed were the authorities by his talent that they considered it a waste to send him back to hard labour and decided to set him to work as a designer in their propaganda department instead. He was given a raw onion to eat every day, and in a short time, with the intake of vitamin E, he

regained his eyesight and his legs healed. From this moment on Knapp regained hope of survival.

It was three years to the day since Knapp had entered the labour camp that he was released, his freedom granted as a result of a men for arms exchange, agreed between Churchill and Stalin. Knapp and other Polish prisoners of war formed a Polish corps under General Anders and went on to fight with distinction alongside the Allies.

In 1942 Knapp, who had been in Tehran, Bombay and then Cape Town, arrived in London, where he joined a Polish squadron of the RAF. He trained as a fighter pilot, flying Spitfires, and volunteered for long-range reconnaissance duties, involved in providing information for the 8th Army by bringing back photographs of prospective targets. The targets were usually of prime

importance to the enemy and so were heavily defended. Taking photographs involved flying at low height and reduced speed. Knapp was an easy target for anti-aircraft fire. But his bravery during his many sorties and actions was recorded and in 1945 he was awarded the Virtuti Militari, the highest Polish decoration. Later, in 1975, the Polish Government made him a Knight of the Cross of the Order of Polonia Restituta for his valour and for the inspiration which he had given to his comrades. Knapp himself always remembered those whom he had fought alongside, not least because he had drawn the portrait of every member of his squadron.

When the war was over Knapp worked in virtual isolation for nearly two years. His harrowing paintings, haunted by the figures of skeletal men, were based on his time in Siberia. But in 1947 he enrolled at the Slade where he worked alongside many of the leading contemporary artists. His experiences as a pilot were to provide the formative influence for the abstract work for which he became known. Vibrant colours — inspired by long spells spent in the South of France — were woven into crisp, semi-abstract patterns which reflected those of a landscape viewed from the air.

It was chance that led him into the field of enamelling, in which he was to become world-famous. He had taken a young woman to lunch and she had been wearing an antique Limoges enamel brooch which she had borrowed without permission. Knapp, fascinated by its beauty, asked her to unpick it so that he could examine it more closely. He dropped it by accident. Horrified, he promised to have it repaired, but, could find no craftsman to do so. Locking himself in the jewellery department at the Slade for a weekend, he experimented again and again with enamelling, until he was able to repair the brooch himself.

An outgoing and engaging character, Knapp loved good food, wines and conversation. His lively sense of fun animated all he did. Even his autobiography, *The Square Sun* (1956), which recounts his experiences as one of Stalin's prisoners, is marked by a keen sense of humour. He was also a great inventor and developed several patents for shoes which stayed on with suction pads and a huge wheel that enabled a person pacing inside it to walk on the water. Knapp always maintained his childhood love of nature and was particularly knowledgeable about mushrooms.

He worked up until the end of his life and even at the time of his death several commissions were still in the pipeline. He had also done much of the groundwork for the establishment of a department of enamelling in the Royal College of Art so that he could pass on his knowledge to future generations.

Knapp was married three times. He is survived by his third wife, Cathy, and their two sons, as well as a son from a previous relationship.

TREVOR WILLIAMS



Trevor Williams, scientific writer and historian, died on October 12 aged 75. He was born on July 16, 1921.

FOR 50 years Trevor Williams guided the fortunes of *Endeavour*, a quarterly scientific journal of consistently high quality. An Oxford chemist who became a writer and historian of science by way of ICI, he was also one of the editors of the *Oxford History of Technology*, which appeared in five volumes in the 1950s. Later he was the sole editor of the final two volumes, published in 1978, which brought the story up to 1950.

A tall man with a reserved manner, Trevor Williams was educated at Clifton College and Queen's College, Oxford, and became a research scholar at the School of Pathology in the last years of the war. In 1945 he became deputy editor of *Endeavour*, a journal launched during the war by the Royal Society, with the support of ICI, as a beacon of British science.

He became editor in 1954, broadening the scope of the journal to embrace an international readership and remaining in charge until 1995. In the earlier years he combined the role with that of advising ICI on the disbursement of grants to academic researchers.

In 1977 *Endeavour* became part of Robert Maxwell's Pergamon stable, and subsequently, after the takeover of Pergamon, of Elsevier Trends Journals. Like many other editors of Pergamon's scientific journals, Trevor Williams claimed to find little fault with Maxwell, whose management style he compared favourably,

if tongue-in-cheek, with others he had worked for.

Over the years he commissioned, edited and published more than 1,500 articles and 4,000 book reviews for the journal. He also wrote editorials, often with an historical theme. With uncanny timing, the 100th issue coincided with the bicentenary of the circumnavigation of the Earth by Captain Cook in *HMS Endeavour*, and the 200th with the launch of the space shuttle, also called *Endeavour*.

He also produced a stream of books, mostly on the history of chemistry or of science and technology more generally. The history of technology is a notoriously slippery subject, often prone to chauvinistic bias, but the Oxford History can largely be acquitted of this, and has won well. For the early volumes Trevor Williams was a junior partner, though one who took on a major part of the work, but he later produced (with T.K. Derry) a single-volume *Short History of Technology* in 1960.

He also wrote biographies of Nobel, Captain Cook, Howard Florey and the chemist Robert Robinson. His last book, published just a few days before his death, was *Our Scientific Heritage*, an alphabetical gazetteer of Britain and Ireland.

Williams served for almost 20 years on the council of University College, Swansea, and was a member of the Science Museum's advisory council, 1972-84. Many have cause to be grateful for his advice, and his shrewd judgment will long survive him in the books he wrote and edited. He leaves a widow Sylvia, four sons and a daughter.

RICHARD CLARKSON

Richard Clarkson, OBE, aeronautical engineer, died on October 7 aged 92. He was born on July 14, 1904.

IN A career which began in the era of the piston-engine light aircraft and ended in that of the jet airliner, Richard Clarkson made a major contribution to the aerodynamic

development of virtually every de Havilland aircraft between 1920 and 1950. As such, he contributed to the success of aircraft as different as the high-wing Puss Moth tourer of 1925; the incomparable wartime Mosquito bomber; the twin-boom Vampire jet of 1944; and the DH 106 Comet jet airliner of 1949. And when, in 1960 de

Havilland was subsumed into the highly successful small airlines won him the Mullan Gold Medal of the Royal Society in 1969. One of the most astute of the small band of aerodynamicists and "aero-elastics" of the British aircraft industry during its formative years, Clarkson brought skill and imagination to bear on air-

craft design at a time when intuition was first being allied to scientific research, when an "eye-for-line" was starting to be backed up by mathematical analysis. Richard Milroy Clarkson was educated at Clarendon School, Blandford, Dorset, and at the City and Guilds College, London. He started as an apprentice in de Havilland's fitting shop at Stag Lane, moving on two years later to the drawing office.

He also became de Havilland's flight-test observer and gained his pilot's A licence in the RAF Reserve. On his own admission he was "an inept pupil" who needed nearly 15 hours of dual instruction to go solo. During the next 15 years, until he gave up his licence in 1945, he logged a total of only 94 flying hours — just sufficient, as he said, "to keep my hand in". Those were the days of a small, close-knit team under Geoffrey de Havilland and his brother-in-law, Frank Heale. Indeed, many of its members were related. This brought to the company an unequalled esprit de corps under de

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Havilland's paternal leadership and flying expertise. De Havilland was a firm believer in "the creative process, uncontaminated by theoretical expertise". But Richard Clarkson was always exempted from his deep-seated suspicion of "figure workers". This philosophy led to a succession of de Havilland aircraft renowned for their aerodynamic and flying characteristics. To all of them Clarkson and his team contributed essential performance data, estimates and

then, reports on their flying characteristics. Before the war, an outstanding de Havilland achievement was the design and completion, in only eight months, of three DH88 Comet racer aircraft for the 1934 MacRobertson International Air Race from Mildenhall, Suffolk, to Melbourne, Australia. Of the nine finishers out of the original 20 starters, four were de Havilland aircraft. One of the DH88s won the race.

From the DH88 came one of the outstanding aircraft of the Second World War, the wooden 387mph DH98 Mosquito bomber, and this was succeeded by the jet-powered DH100 Vampire, the first aircraft in the world to exceed 500mph in level flight. Between April and June 1944 Clarkson was a leading member of the British Jet Propulsion Mission to the United States. Shortly before the end of the war he visited Germany, to assess German aeronautical know-how, a trip which led to the unexpected revelation of the significance of swept wings for trans-sonic flight.

In July 1949 came the first flight of the DH106 Comet jet

airliner and for it, Clarkson's group had to step into the unknowns of turbine-powered performance. But the disasters that were to afflict the Comet came from the new structural problems posed by aircraft pressurisation and not from the aerodynamics. Though these structural failures marred the Comet's early years the aircraft made history by doubling the speed of airliners.

After the takeover of de Havilland by Hawker Siddeley, Clarkson's final contribution to the success of British aircraft in world markets was to the HS125 executive jet which first flew in August 1962. Almost a thousand of this type and its developments have now been sold. In 1965 he was appointed Executive Director (Research) of Hawker Siddeley Aviation. He retired in 1969.

Richard Clarkson combined his deep involvement with aeronautical design and development with an equal enthusiasm for horsemanship and hunting — notably with the Sparkford Vale Foxhounds. He is survived by his wife Sylvia and a daughter.

PERSONAL COLUMN

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The biggest story of all time is about the redundant sex

## No press gang jobs for the boys

Sometimes the media get their priorities right. Proper attention, by which I mean the front page, magazine cover, in-depth investigation and situation comedy, is being paid to the biggest story of the millennium — no, I underestimate — the biggest story of all time. That is the discovery that one sex has become redundant.

Only those wearing blinkers can believe that Madonna's motherhood and the would-be motherhood of Diane Blood are part of a desperate desire of newspapers to woo women readers. These items are just two bits of the accumulating mountain of evidence that, such as the advances in reproductive technology, the male half of the species could be retired right now.

And thanks for a job well done! Up to a point. A corollary of the awareness of the long-term implications of the sperm bank is the new recognition that men behave badly and cause society a lot of expensive angst in the process. Step forward Mrs Gascoigne, Mrs Jagger, Mrs Lawrence, the Dubliners and the people of Belgium, to take examples just from last week's news.

The reversal of the balance of power between the sexes is that genuine rarity: new news. What's happening now is not just an extension of the old story about the emancipation of women, running since the Married Women's Property Act. Nor is it just about women getting control of their fertility — my candidate for the story of the millennium.

In part, but only in part, the new news is economic. Thanks to electronics — "men's" jobs — the work that requires muscle to pull that barge and tote that bale — have disappeared. Computers and household appliances have wiped out the division of labour between the sexes, a form of social organisation that the human race carried up from the ape. Should we lament the destruction of the role of men in contemporary society? ("The second sex", *The Times*, October 14.) Or rather, as a reader from Oxfordshire then wrote in protest, should we not bemoan "the housewife who has lost an empire and has yet to find a role?"

The shift in the nature of work, though, strikes at the heart of sex itself. No less than *The Economist* has recognised this with a five-page special, "The trouble with men", on September 28. Conceding that men are "more socially undesirable from almost every point of view" — even to being more stupid than women — it pointed out that joblessness also reduces their attractiveness as marriage partners. The result: a society of productive, purposeful, working mothers

and stay-at-home, uneducated, unmarried, unemployed men.

A sad commentary on residual male prejudice followed last week when Marjorie Scardino, *The Economist's* admirable chief executive, was appointed head of the Pearson group and Pearson's shares chaotically dropped 11.5p.

The ascendancy of the female has had another consequence for the media. Practices that have gone unnoticed for centuries now become front-page news. *The New York Times* on October 5 devoted part of its front page and more than a full page inside to the African ritual of female circumcision. Done with the *Times's* good, grey thoroughness, the story provided charts, maps, interviews and a photograph of the rite in progress. I saw a Harvard biochemistry professor thrust away the paper in horror.

Yet it was fair reporting, recording most girls' eagerness to have the job done. Nobody would marry them otherwise, nobody would speak to their fathers. The story also presented the real dilemma of public health officials, national and international, in trying to change a centuries-old tradition. It also recorded, perhaps for the first time, the practitioners' acknowledgement that the purpose of the amulet surgery is to curb the female sexual appetite. This frankness



BRENDA MADDOX

helps to make sense of another international news item: the Taliban's locking up of the women of Kabul. What lies hidden under those veils is a threat to male power.

In parenthood mothers enjoy an overwhelming advantage. What is the moving story of Clare Short, MP, and her rediscovered son but another reminder that fatherhood may be fleeting, but motherhood is forever?

How then can today's male proclaim his uniqueness? I got the glimpse of an answer last week at the European Cable Conference. All the experts there agreed that the new cable satellite channels are for particular audiences with special interests. The organisers of the UK Living Channel, for example, know that almost all their viewers are female. Hence, a chatty programme on sex for women, including "position of the week". The male-on-elbows variant, according to the actor demonstrating it, has the advantage of giving the man a chance to watch television at the same time.

And what do men watch? Herein lies the gender distinction for the next century. The male is the sex that watches sports on television.

## Castro's guns and poses

MOHAMED AL FAYED, the proud new owner of *Punch* magazine, is apparently in raptures over a recent visit to the mountain home of the Cuban President, Fidel Castro.

The cuddly Mr Al Fayed slipped into his jungle fatigues to join Señor Castro and his friend the French actor Gérard Depardieu, who had flown out to indulge his passion, shooting wild duck. A splendid time was had by all and Señor Castro even cooked some of M. Depardieu's quarry for supper.

The Harrods owner was also said to be taken with Señor Castro's female bodyguards, a fetching bunch wearing mini-skirts and brandishing semi-automatic Uzis.

"It was a very successful visit," said an aide. "Mr Al Fayed took up a longstanding open invitation by Señor Cas-



Mohamed Al Fayed, left, was enchanted by Fidel Castro



tro to visit him at his mountain residence just outside Havana. There was a business purpose to the trip in general and those matters are being pursued."

It is understood, however, that to date there are no plans to introduce similar security arrangements at Harrods.

IT was with some trepidation that Kelvin MacKenzie's guests gathered to eat, drink and be merry at his 50th birthday party at London's Chiswell Brewery last weekend. Who, they wondered nervously, would be chosen to

feel the sharp end of the news bunny's tongue during his grand thank you speech?

Step forward Kelvin's old sparring partner Roy Green, a former Sun executive and Daily Mirror Editor, now Guardian media commentator and presenter for Granada's Talk TV who took the brunt of the ribaldry manfully on the chin.

"Roy Green, said an in-house element Kelvin to peers of laughter, "is the only journalist I know who is a gamekeeper turned poacher."

Pity we never see such wit on Live TV.

## Canny Sir Cliff

SIR Cliff Richard didn't get where he is today without having a canny business brain to assist his enduring career as pop music's Mr Nice Guy. So it comes as no surprise that, four months on, he is still making capital out of his impromptu free concert at Wimbledon's rain-soaked Centre Court.

When rain stopped play, Sir Cliff sprang to his feet and burst into a string of hit songs including *Congratulations*.

Within days ticket demand soared for his musical *Summer Holiday*, which was playing at the Blackpool Theatre. Now a medley of three songs from that unscheduled concert are to form the B-side of the single from his new show *Heathcliff*.

## Prince among DJs

HAVING offended half of Scotland while broadcasting his Radio 1 breakfast show from Inverness earlier this year, Chris Evans is now hoping to weave his magic further afield. The naughty boy of the BBC is in negotiation to present his show from the Minneapolis area of the American pop artist formerly known as Prince.

If all goes to plan Evans will

be flown to the US on the singer's private jet and present the programme from his personal recording studio. Presumably all Evans will be required to do in return is to pay regular homage to the star's genius and mention that he has just signed a brand spanking new deal with EMI.

## Turn on, tune in?

ANNE ROBINSON and her ferocious *Watchdog* team have sunk their teeth into poor old Channel 5 before it has even graced our television screens. The burning issue was whether householders risk having their videos trashed by Channel 5's allegedly underqualified reviewers.

BBC reporter Dan Treford posed as a wannabe reviewer, attending the training course and venturing into suburbia. He reported that the course was inadequate, he was unqualified to carry out some of the work and could have ruined a prized Panasonic.

The Channel 5 supremo David Elstein and his team have a different explanation. They say Mr Treford failed to grasp the basics, rang in sick too often and that they were going to terminate his contract anyway. Channel 5's launch date has now been put back to March 30.

## Much better the old devil you know

A RATHER ominous study into the effects new Labour would have on the advertising and marketing industries is to be unveiled on Friday. The research, commissioned by Ogilvy and Mather, is entitled *The Devil's in the Details* and closely examines the impact of the party's plans for advertising, if and when it comes to power.

The study was compiled by an O&M duo who both once worked for the Labour party. Together, they have spoken to numerous party members and closely associated think-tanks, drawing up a weighty document that predicts the effect of Labour's pledges such as the possible introduction of vetting all ads, the banning of all tobacco advertising and the re-regulation of the industry.

The findings should be of particular interest to one O&M client — the Central Office of Information. No doubt the COI mandarins will be interested to know what their possible

## ADVERTISING

new masters might be considering doing if they win the election.

MEANWHILE, Lord Saatchi and his team can possibly take comfort from a new poll out this week which suggests their Demon Eyes poster for the Conservative Party won the hard-fought battle for publicity against Labour's Same Old Tories. Same Old Lies work.

The campaign secured five times as much spin-off coverage in the national press between July and September as the Labour Party's poster, notching up 103 stories, according to the specialist PR company Propeller Marketing Communications.

Significantly, the toll of stories also represents more press coverage than any other advertising campaign has achieved in the past two years...

including the celebrated Hello Boys series for Wonderbra.

FERRERO ROCHER's excellent "ambassador's party" commercial, which has gained cult status, has clearly been so successful an exponent of the "it's-so-bad-it's-good" approach to advertising that the Italian chocolate giant has remade it.

The company's in-house agency in Turin, Publitalia, has produced a more lavish version of the original film, which ran for seven in the UK. The storyline remains unchanged but, thankfully, the result has avoided the close-ups that made the original travel so badly, facilitating easier dubbing so the film can run across Europe without sniggers.

"The ad was looking a little dated, but the formula works," said a Publitalia spokesman.

BELINDA ARCHER Demon eyes: Won publicity battle



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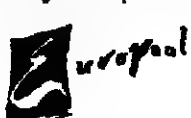
A proven manager - of both strategy and people - your background of 5-7 years in marketing or product development will preferably have been gained in payment cards, banking, or a related commercial environment. Ideally this will include experience of the chip card market, especially stored value cards, as well as an understanding of international payment systems. Project management skills and PC literacy are also essential, and a second language will be an advantage.

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Voters are bored with the presidential contenders and weary of the established view carried on television, Jonathan Prynn reports

## America's incredible shrinking candidates

It is difficult to believe, watching the endless outpouring of political news on US television networks, that coverage of the presidential election this year is low-key by American standards. But it is.

Since September the main national stations have carried 40 per cent fewer election stories on their evening news programmes than in the same period four years ago. Americans, it seems, no longer care enough about who is going to be their next head of government to justify the broadcast time devoted to past presidential races.

The biggest and most dramatic difference between this race and 1992 is the incredible shrinking coverage of the campaign," said Howard Kurtz, media correspondent of *The Washington Post*.

The one-sided contest and the personalities of the candidates are largely to blame. Both Bob Dole and Bill Clinton are highly experienced politicians with whom the electorate is wearily familiar and who are taking few risks.

The perceived wisdom that President Clinton will win by a mile over an uninspiring candidate uncomfortable in the television age has also sucked much of the

potential excitement out of the contest. Even so, the sheer depth of cynicism has taken many media watchers by surprise. Television ratings for the two presidential and one vice-presidential debates were the lowest since the jousts began in 1960.

Some analysts point to "the tyranny of the established view" as the cause of the apathy. They fear that fewer and fewer journalists and commentators are prepared to strike out against the "official" version of events, making the coverage increasingly dull to watch. Instead they will take their cue from the spokesmen for the candidates, whose job it is to point out what their man was really getting at, and from their colleagues and rivals.

At the same time American spin-doctors have raised controlling the message to an art form that is spawning its own vocabulary. The corridors where the party spokesmen gather to brief journalists have become known as "spin alleys" and a reputation for "giving good quote" (a decent soundbite) is one of the highest accolades that can be afforded a party official.

By the time the papers hit the news-stands in the morning the established view cooked up by the Washington elite has become ossified, repeated like a mantra by the armies of pundits employed by the main media organisations, according to this theory.

The conventional wisdom becomes entrenched very fast and the polls reflect that," said Richard Zoglin, of *Time* magazine. "The polls reflect back what people have just been hearing on television and radio — that Clinton is way ahead and that the election is effectively over — and that view is

reinforced by the huge volume of pundits driving it into them. There are more people commenting than ever before but there are not more things to say. There is the same little kernel of events."

Ironically, one of the side-effects of the "switch-off factor" is that some newspapers — *The New York Times* in particular — and the network television stations are devoting more time to "serious" coverage rather than that day's froth from the campaign camps.

Newspapers are running longer verbatim quotes from the speeches and the average length of soundbite run on the television news has increased, perhaps for the first time in broadcast history.

Another less palatable side-effect of the electorate's disillusionment has been the trend towards ever more vicious character assassinations to grab the attention of bored viewers.

If you thought the Conservative Party's "demon eyes" campaign against Tony Blair was savage, some American tactics will take your breath away. Unlike Britain, where the Advertising Standards Authority now casts a baleful eye over party as well as soap powder campaigns, there are few if any controls over political broadcasts.

The power of the First Amendment to the Constitution, which enshrines freedom of speech, is such that more or less anything goes. The only comeback is to commission a broadcast even more brutal and personal than the one your opponent aimed at you. Libel actions would be "laughed out of court", according to Mr Kurtz, and would expose the litigant to more ridicule than anything dreamt up by an advertising agency. "Vicious, distorted advertisements are a permanent feature of the US political scene," he said. "The only restraint is the potential backlash among voters."

In one notable example, an image of the convicted child murderer Richard Allen Davis metamorphoses into the face of a



The personalities of Dole, left, and Clinton are to blame

Democrat congressman, Vic Fazio, who has opposed the use of the death penalty. In another, the murderer's face is shown alongside that of a Democrat congressional challenger, Walter Capps. The captions? For Davis, "murderer"; for Capps, the almost equally damning tag of "liberal".

By the end of the campaign in two weeks' time, the average American viewer will have been bombarded by hundreds of hours of news, analysis, punditry, talk shows and advertisements about the most expensive elections in the history of democracy. The evidence is that the public has remained impressively unmoved. The poll gap between the two front-runners has barely wavered. In the long run, if the current explosion in the use of the Internet in America continues, the filter of television and newspapers may become a decreasingly relevant factor. In theory, voters will be able to access all the speeches, policy statements and voting records of the candidates and then make up their own minds, regardless of the view of the Washington elite. But only if they can be bothered.

Are children getting the TV they deserve?



Blue Peter now — but even this popular programme can get a thumbs-down when "it doesn't deal with issues that are important"

The debate over violence on the small screen, given a new impetus by Frances Lawrence's thoughtful discussion in *The Times*, can all too easily collapse into an outcry which forgets how carefully regulated our domestic television actually is. Outrage can easily close off a consideration of children's actual needs and responses, and distract us from concern about the future of children's programming.

"Why do we spend so much time talking about what children should not see?" asks Cary Bazalgette from the British Film Institute. "Why not talk about what they could see?" Even better, let us involve some children in the debate.

That is why six London primary school children spent much of Sunday considering whether the realistic tornado in the powerful Australian film *No Worries* was as effective as the special effects in *Twister*, and whether they sympathised with the Kurdish family in the Dutch film, *The Boy Who Stopped Talking*.

The six will be part of a public forum, Children on Screen, organised by Channel 4 and the BFI which aims to give priority to children's voices. They make up a "jury" who will put their views to film-makers, and assess films made for children.

To cast a critical eye over television, there will be a Children's Council of 11 to 15-year-olds recruited from all over the United Kingdom. "I wanted to move the debate on to a different level," Lucinda Whiteley, commissioning editor for Channel 4 children's programmes, says. "I wanted to put the actual producers, writers and presenters on the stage and get them talking to kids."

Unlike children's cinema, which is simply ignored by the

Television is giving children a greater say in their own viewing. Patricia Holland reports



Blue Peter — as it was

British film industry, children's television is booming. ITV currently broadcasts 11 hours a week, an hour more than is required by its licensing conditions, while the BBC, with its two channels, has twice that. Channel 4 has increased its output, looking to fill the hitherto neglected 13-18 age gap.

But these are dangerous times for British television. No one quite knows what the future holds in store, apart from two controlling facts: lots more channels are coming on stream — there are currently five, and soon to be six, satellite channels entirely devoted to children's programmes — and their content is largely determined by market considerations. The public service principle, whether cherished or derided, is on the wane. Children's producers, like all television producers,

have experienced streamlining and cuts.

At the moment there is a consensus that children's programming must be protected. The BBC's Alan Yentob thought it important enough to spend part of his first day as director of programmes at a meeting of the pressure group Voice of the Listener and Viewer, who were launching a Forum for Children's Broadcasting. "There's no threat to the children's budget," he said. "It's too important an area for us. Children's programmes will be at the heart of the BBC's service."

At the NFI, Alan Yentob, together with top television executives, will discuss the implications of the International Children's Television Charter, a benchmark document which calls for a commitment to programmes for children "which are made specifically for them and do not exploit them".

But the terrestrial broadcasters are challenged by proliferating satellite channels dedicated to specific audiences and programme types. Children are strongly targeted by easy watching on TCC (The Children's Channel), Nickelodeon, The Cartoon Network, The Disney Channel and now Fox Kids, each of which recycles a diet of well-worn animation and repeats.

And yet, the distinction between satellite and terrestrial television is imperceptibly being eroded, as our familiar broadcasters move into the multichannel future, often in partnership with established satellite broadcasters.

For the young members of Channel 4's Children's Council, the worst sin a programme can commit is to take a patronising attitude. Even a

favourite like *Blue Peter* can get a thumbs-down when "it doesn't deal with issues that are important". Programmes that are factual and practical, such as *How 2* and *Art Attack*, get enthusiastic praise.

The key to many new formats is the involvement of children in their own programmes. In *Wise Up*, produced by Carlton for Channel 4, they are part of the production process, behind as well as in front of the cameras. Child presenters take part from the beginning and deal with issues as contentious as Northern Ireland and divorce.

Andrea Worrier, joint managing director of Granada International Productions, told the Voice of the Listener and Viewer conference: "A channel that does not do children's programmes loses something."

It would be unfortunate if some of the most inventive programmes on contemporary television survived only because children are the last uncolonised market.

Children on Screen is at the National Film Theatre tomorrow, 9.30-6.00.

COMPARED to Orson Welles telling American radio listeners that Martians had landed, yesterday's Cadbury advertising wraparound that camouflaged the entire *Evening Standard* in London was never going to send us running out into the street in our pyjamas.

"Nation To Be Plunged Into Darkness", yelled the giant headline on the false front page. This ran under an "exclusive" strap ("exclusive" being used in the modern sense, as in: "This cheeseburger is exclusive to me and that one is exclusive to you").

The "darkness" into which the nation was to be plunged turned out to be nothing scarier than a new box of Milk Tray chocolates from Cadbury, the confectioner which has already converted Coronation Street from gritty soap to smooth milk chocolate.

A Cadbury spokesman was quoted as saying: "The situation is now completely out of our hands. It was inevitable that, sooner or later, the public would experience the darker side of the UK's best-

## Heart of darkness

loved chocolate selection." You know it must be the best loved because the subs would have double-checked.

Would Richard Stott have done it when he was Editor of *Today* or the *Daily Mirror*? "I don't think it matters in terms of the morality of newspapers, but it might confuse readers. Messing around with the front page always disconcerts readers. It doesn't please whoever wrote the real front page splash, either."

"Do this sort of thing very often and readers desert. A whole paper turning blue, as the *Mirror* did with its Pepsi promotion, is a bit more worrying because it affects the editorial content."

Sir Nicholas Lloyd, the former Editor of the *Daily Express*, says: "I'm against it journalistically because it confuses readers and prostitutes page one. But if management are offered huge amounts of money, they sneak it on."

"This kind of thing has

often been done with newspapers promoting themselves or with special sports editions, often distributed locally in a winning team's home city after a cup victory. But those are done with an editorial purpose — this is with an advertising purpose, which is very different. What sells a newspaper is the news on its front page. And this isn't news. It's a stunt."

Having bagged *Coronation Street* and the *Evening Standard*, Cadbury is probably now looking for its next advertising target. London bus tickets in the shape of chocolate bars?

Still, now that fashion gurus have declared that "dark brown is the new black", Cadbury should have little problem persuading Prada to run up a frock in which the bust is underpinned by a sculpted slab of Bourville.

JOE JOSEPH

## Blair's subtle seduction of the Tory press

Some observers at the Commonwealth Press Union conference in Cape Town last week were rightly puzzled by Tony Blair's speech. The main thrust seemed aimed less at South Africa, Nelson Mandela and the protection of press freedom, and much more at his host Sir David English, this year's president of the CPU and chairman of the *Daily Mail* group. Indeed, the speech was definitely a winner with the *Daily Mail* — it was both previewed and reported prominently.

Blair's willingness to accept Sir David's invitation can be seen as part of his campaign to win over the proprietors and editors of the once Tory-supporting newspapers. Before Blair, the courting and flattering of journalist *grands fromages* was a Tory pastime. As a national newspaper editor during the past three "general elections" — in 1983 with the pro-Labour *Sunday People* and in 1987 and 1992 with the Conservative *Daily Express* — I received regular calls from senior Tories suggesting a drink in my office, at say, 6.30pm. The likes of Cecil Parkinson, David

Young, John Wakeham and Sir Gordon Reece would pop in under the guise of seeking my opinion on how things were going. But in fact they were a soft-sell to brief me on Conservative strategy — less the political spin-doctor, more the champagne charmer.

During the same period the Labour Party was little in evidence, even at the *Sunday People*, and when Neil Kinnock was leader he became so incensed by "the Tory press" that he rarely spoke to us. Through friends, including my wife Eve Polard, then Editor of the *Sunday Mirror*, I advised him it would be better to keep in touch and take the case to "the enemy". Editors and journalists who have spent a convivial hour with a politician find it difficult to be horribly abusive in print afterwards. Kinnock was unconvicted. Yet in those dark days for Labour, one young Shadow Minister who was always courteous and willing to meet was Tony Blair. We enjoyed several late-night restaurant-clearing exchanges at the end of a good dinner and remained on friendly terms. When he succeeded John



Smith as leader, far from attacking so-called Tory editors he wisely planned to seduce them. He and his spinning Alastair Campbell knew that they must convince the natural-born Tory voters that there was nothing to fear.

Andrew Marr, the Editor of the Labour-leaning *Independent*, says: "It would surprise me if Blair was not in touch with every editor personally. He seems to meet face-to-face everyone who matters." On the other hand, Marr has not been asked to meet John Major yet. "From No 10 there has been a deafening silence," he laughed.

The PM has found it difficult to forgive and forget some of the more wounding snobbish attacks from commentators who sniff that he is more Old Brixtonian than Old Etonian and suggest he should be below stairs rather

than upstairs at No 10. But he, too, is now very aware that some of his critics need the personal touch to return to the Tory fold.

This time it seems as if Labour is putting in a more professional and organised effort. Blair has even gone as far as regularly meeting and cultivating right-wing columnists such as Andrew Neil, Simon Hefner and Paul Johnson, who are known to be hostile to Major. "Major won't see me at all," says Neil. "But it's not my loss."

Not surprisingly, Blair has struck up a good relationship with Piers Morgan, Editor of the *Daily Mirror*, who, come the election, will be embarrassing Tory newspapers by reminding them loudly in print of the dreadful things they have said in past years about the Prime Minister. The real prize for Blair

would be to get the endorsement of Britain's biggest selling newspaper, *The Sun*. Since 1979 *The Sun* has been solidly Conservative, but Labour has sought to exploit its more recent political waverings. Both Blair and Major lunched during the summer with Stuart Higgins, *The Sun's* Editor, and his senior executives. The inside view is that the lunch was a victory for the Prime Minister, whom the journo found more assured and convincing. However, since that lunch I understand Higgins has been neglected by the Tory high command and *The Sun's* support is now in the balance.

The other jackpot for Blair would be an endorsement from either the Conservative *Daily Mail* or the *Express*. Paul Dacre, the *Mail's* Editor, is allegedly getting on better with senior Tories — particularly the hang 'em high variety. Jonathan Holborow at *The Mail on Sunday* is definitely on side. In the final countdown, however, it seems doubtful that the *Mail* newspapers will desert the Tories. As one columnist said: "Even Blair can't be that right-wing, can he?" Charles Moore, the Euro-sceptic Editor of *The Daily Telegraph*, is also on friendly terms with the Government than he was. Campbell, Blair's lieutenant, calls him frequently but the relationship has become more distant since the *Telegraph* began to be critical of the Labour leader. In particular, Moore did not like Blair's messianic Blackpool speech. "The iron entered my soul there," he says.

Blair's public relations mask is being peeled off and his problem with Tory editors may be with Europe and the social chapter. To a man, the Tory editors are a Euro-sceptic bunch, hence the nods-and-winks stories on Monday from unidentified Labour sources suggesting that Blair would not embrace a common currency before 2002.

And as one political pundit told me: "If the Labour lead in the opinion polls halves again to seven points, the Tories will suddenly find they've more newspaper friends. No one likes to be on the losing side."

© Nicholas Lloyd is the former Editor of the *Daily Express*.

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# THE TIMES

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BUSINESS EDITOR Lindsay Cook

WEDNESDAY OCTOBER 23 1996



Yasuo Hamanaka, centre, the former chief copper dealer at Sumitomo, is driven to the Tokyo Detention Centre after his arrest on forgery charges

## Ex-Sumitomo copper trader arrested on forgery charges

By ROBERT WHYMANT IN TOKYO AND ROBERT MILLER

YASUO HAMANAKA, the Sumitomo Corporation trader accused of gambling away nearly \$3 billion on the global copper markets, was last night being held in custody. He was arrested by the Tokyo prosecutor's office on charges of forging documents for his allegedly speculative trades.

The Japanese authorities raided Mr Hamanaka's home in Kawasaki on the outskirts of Tokyo and removed boxes of papers that they believe may have a bearing on the worldwide copper investigation. This involves civil and criminal authorities in the UK, including the Serious Fraud Office, and the US.

After the arrest of his former star trader, Sumitomo, which lodged the forgery complaint, said that it planned to file a further legal complaint against Mr Hamanaka for breach of trust.

Mr Hamanaka's confinement in the Tokyo Detention Centre, the inquiry in Japan, into what are alleged to have been unauthorised copper trades for ten years, has entered a new phase.

The alleged victim of Mr Hamanaka's copper trading was Merrill Lynch, Pierce, Fenner & Smith (Brokers and Dealers), a subsidiary of Merrill Lynch, the largest securities house in the US.

Japanese investigators believe that two letters written in January and September 1994 to Merrill Lynch authorising Mr Hamanaka to trade on Sumitomo's behalf were forgeries.

Merrill Lynch said yesterday: "We had no knowledge of any forgeries. We conducted all of our business with Sumitomo in good faith and in an entirely appropriate manner."

Mr Hamanaka was dismissed in June, when Sumitomo first announced that it had discovered trading losses of \$1.8 billion, a figure that the company later revised upwards, to \$2.6 billion. Sumitomo said the transactions were carried out without its approval or knowledge.

The question of how much Sumitomo executives knew of the alleged activities is crucial to UK and US inquiries.

In Tokyo, Naoki Kuroda, managing director of Sumitomo, said that an in-house investigation had shown that Mr Hamanaka, its top trader, was not acting for personal gain.

Mr Kuroda brushed aside suggestions that foreign brokers had possibly been involved in the alleged illicit transactions and said that the company planned no legal action against foreign brokers.

Mr Kuroda brushed aside suggestions that foreign brokers had possibly been involved in the alleged illicit transactions and said that the company planned no legal action against foreign brokers.

## BUSINESS TODAY

STOCK MARKET INDICES	
FTSE 100	4057.2 (-15.8)
Yield	3.26%
FTSE All share	1989.0 (-5.54)
Nikkei	21123.68 (-179.27)
New York	
Dow Jones	9070.38 (-90.49)
S&P Composite	707.74 (-2.11)
US RATE	
Federal Funds	5.25% (5.25%)
Long Bond	6.82% (6.81%)
LONDON MONEY	
3m Bank Bill	5.25% (5.25%)
6m Bank Bill	5.25% (5.25%)
12m Bank Bill	5.25% (5.25%)
Life long gilt	110% (108%)
STERLING	
New York	1.5958 (1.5927)
Frankfurt	1.5978 (1.5905)
DM	2.4320 (2.4433)
FF	6.2575 (6.2560)
SFR	2.0210 (2.0111)
Yen	180.34 (179.31)
S Index	89.3 (89.0)
DOLLAR	
DM	1.5342 (1.5344)
FF	6.1860 (6.1855)
SFR	1.2847 (1.2839)
Yen	112.86 (112.74)
S Index	87.5 (87.7)
Tokyo close Yen 112.47	
NORTH SEA OIL	
December (net)	\$23.90 (\$23.90)
GOLD	
London close	\$363.65 (\$361.85)
* denotes midday trading price	

## C&W three-way merger creates cable colossus

By OLIVER AUGUST

THE MERGER announced yesterday of Cable and Wireless, the telecoms group, with Nynex of America and Bell Canada International creates Britain's largest and most comprehensive cable operator.

The new company will provide customers with domestic, mobile and international telephony, Internet services and multi-channel cable television. Its ultimate aim is to offer a full range of interactive digital services and multimedia products like home shopping.

Richard Brown, chief executive of Cable and Wireless, said: "This is the first time UK customers have been offered such a comprehensive range of services by one provider over a single network. We have taken this bold initiative because we believe that there is substantial opportunity in the marketplace."

Mr Brown, who joined C&W five months ago, said the merged company, which was put together in the last three weeks, would give Mer-

cury, Cable and Wireless's telephone company, access to 18 million business and domestic customers.

After the merger C&W will own 52.6 per cent of the new company — to be called Cable and Wireless Communications (CWC) — with Nynex owning 18.5 per cent and Bell Canada 14.2 per cent of the shares. The remaining 15 per cent will be floated and the groups intend to list the company in London and New York in about six months.

In a related deal, Videotron was bought by Bell Cablemedia in a transaction involving a \$338 million equity investment in Bell Cablemedia by Cable and Wireless.

CWC will have a joint workforce of 13,000 but the possibility of job losses was not ruled out by the chief executives of the three groups. A letter to Cable and Wireless staff said: "Building a new business from existing enterprises can be expected to involve rationalisation. It is too early to say how this might

impact upon jobs and, clearly, there can be no guarantees."



Derek Burney, left, of Bell Cablemedia, with Richard Brown of C&W, and Fred Salerno of Nynex yesterday

This landmark deal follows the collapse of merger talks earlier this year between Cable and Wireless and its rival British Telecom. Cable and Wireless last month replaced BT in a German alliance with RME, the diversified utility, which is seen as the main competitor to the dominant Deutsche Telekom in a liberalised German market.

C&W shares soared on the news and closed at 467p, up 26p. Tressan McCarthy, at Pannure Gordon, said: "It's a very good deal, which strengthens Mercury's position in the UK, and shows that Dick Brown is mindful of unlocking shareholder value."

A spokesman for the Cable Communications Association, the industry body, said: "This is clear evidence of confidence in the future of the UK cable industry. The broadband fibre optic network being laid across the UK is the most advanced in the world for delivery to individual homes."

Tempos, page 28

## Abbey upbeat on homes market

By ROBERT MILLER

ABBEY National has issued one of the most upbeat appraisals to date on prospects for the UK housing market, predicting that transactions and lending figures will reach a new five-year high in 1997.

Lord Tugendhat, chairman of Abbey National, also said that house prices could rise by up to 7 per cent by the end of this year and a further 6 per cent in 1997.

He added that the value of net new lending, a key element in any sustainable housing market recovery, should be back at 1992 levels next year, rising from the present £17 billion to £20 billion — still only half of the £40 billion in 1988.

The former building society turned bank said that its share of the increase in the mortgage market so far this year was not as high as it might have been because it had largely stood aloof from the cut-price home loans war.

Lord Tugendhat said: "Abbey National can report that UK retail banking's share of new mortgage business has increased during the quarter together with improved savings flows and mortgage margins just below that of the first half. This has been achieved against the background of an improving outlook for the housing market with all indicators positive, including increasing consumer interest, a greater number of transactions, and steadily rising house prices."

In its third-quarter trading statement Abbey National, which completed its merger with National Provincial Building Society in August, said openings of bank accounts were running at about 10,000 a month and that it had issued more than 100,000 branded credit cards since launching its own scheme in February.

However, the stock market appeared not to share Abbey National's bullish forecast and the shares closed at 600p — a fall of 4½p on the day.

## Sterling's climb resumes

By JANET BUSH

THE pound resumed its upward march yesterday, buoyed by assurances from industry that it is not yet feeling any pain from sterling's strength.

The Confederation of British Industry said its latest industrial trends survey showed that exporters were not yet worried, but conceded that they might become concerned if sterling were to continue rising.

The pound was trading at about DM2.38 when the survey was conducted. Yesterday it closed at DM2.4519. Its trade weighted index finished at 89.3, against 89.0 on Monday.

Sterling also profited from overseas demand for government bonds. Yesterday's £2 billion auction of five-year bonds attracted more than three times the number of bids needed to sell the stock. Gilt closed up about 2½p.

CBI's call, page 26  
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## Options plan for Sheffield players

By JASON NISSE

SHEFFIELD UNITED footballers are to be offered share options worth millions of pounds if the club is promoted to the Premiership as part of a £9 million reverse takeover of Conrad, the leisurewear group. Management and directors will also share in the options if the club succeeds.

The details are being hammered out over the next few days as Michael McDonald, chairman of Sheffield United, completes the negotiations with Conrad whose shares were suspended yesterday.

In the deal, Conrad will pay £9 million in shares for United and then raise another £10 million through a share issue. This money will be used to develop United's ground at Bramall Lane into a 40,000-seat stadium and build a hotel and leisure facilities on a neighbouring 17-acre site.

The deal has been able to go ahead after the agreement of Stephen Hinchliffe, the former deputy chairman of Sheffield United now being investigated by the Serious Fraud Office, to sell his 10 per cent stake for nearly £1 million in cash.

The offer of options to players will be a first for quoted football clubs. However in the £28.8 million flotation announced yesterday of Loftus Road, which owns QPR, the football team, and Wasps rugby club, 50,000 share options are being given to Lawrence Dallaglio, captain of Wasps.

Chris Wright, the media entrepreneur who chairs Loftus Road, said it would be impossible to give share options to all of the players. "Anyway many of them — especially the footballers — are well enough paid."

The prospectus says that Loftus Road would not make a profit this year or next if QPR, which like Sheffield is in the first division, is not promoted.

Mr Wright said this could change if the club is not able to persuade the £5 million winger Trevor Sinclair to stay with the club.

Pennington, page 27

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# CBI presses for standstill on rates as output rises

By JANET BUSH, ECONOMICS CORRESPONDENT

UK MANUFACTURERS are enjoying healthy rises in output but price pressures remain weak, according to the Confederation of British Industry. The CBI, which yesterday published its latest quarterly industrial trends survey, also urged the Chancellor of the Exchequer to leave interest rates unchanged.

Andrew Buxton, chairman of the CBI's economic affairs committee, said: "Prices are not rising significantly and that is why we are content to see interest rates where they are." The CBI does not see a case for lower interest rates either.

Yesterday's survey showed a definite improvement in the fortunes of manufacturing industry but with no hint of boom conditions. Business confidence among manufacturing firms was up for the second quarter running. Total orders increased over the past four months at the highest rate since April last year, and output rose at its strongest rate since July last year.

The CBI said that domestic

and export orders should grow more strongly over the next four months but still gave warning that demand expectations had tended to be disappointed over the past 18 months.

Mr Buxton said that manufacturing industry was showing a "modest" output recovery and added that the CBI was "reasonably" confident that the upturn will gather momentum.

Evidence on industrial costs and prices was encouraging. Over the past four months, unit costs fell at their fastest rate since January 1994 and prices for domestic customers fell at their sharpest rate since January 1993.

Over the next four months, firms expect unit costs to fall slightly further, and export prices to remain virtually unchanged. Domestic prices are expected to pick up as firms introduce their new list prices but the CBI noted that there has often been a big gap between what firms expect to be able to charge and the prices that they can actually make stick with their customers.

The other encouraging sign is that firms have not become any more worried about capacity constraints holding them back. Concern about shortages of skilled labour has actually fallen back slightly.

The survey also showed that plant and machinery investment intentions are now at their most positive since April 1989. It also suggests that there will be a strong increase in planned spending on training and innovation over the next 12 months.

The black spot of the survey was employment. Employment in manufacturing fell slightly over the past four months. This was not as bad as expectations of a "significant" fall but the CBI said that companies are expecting to experience a sharper fall in the workforce over the next four months.



Sir Andrew Large, chairman of the Securities and Investments Board, which is making rules for new-style unit trusts

## EOC code aims to correct male-female pay disparity

By CHRISTINE BUCKLEY, INDUSTRIAL CORRESPONDENT

WOMEN continue to lag behind men in the pay stakes, earning an average 20 per cent an hour less, the Equal Opportunities Commission said as it launched a new draft code of practice on equal pay.

The EOC findings are supported by analysis from the Trades Union Congress, which shows that women manual workers earn £7.28 for every £10 earned by male colleagues. In East Anglia, Yorkshire and Humberside the figure is just over £7.

The commission's draft code

of practice on equal pay will be laid before Parliament by Gillian Shephard, Secretary of State for Education and Employment. She said: "We welcome every effort to highlight problems of unequal pay. The code will provide valuable guidance and encourage employers, whether small or large, to adopt good working practices."

Kamlesh Bahl, chairwoman of the EOC, said: "There can never be real equality of opportunity between the sexes when such pervasive pay dis-

tinctions exist. The pay gap is the biggest barrier to equality between women and men and is widespread and deep-seated. Throughout their working lives, women earn less than men, whether they are board directors or sales assistants." The EOC research shows that women face a "cycle of inequality". It said that in her early twenties a woman earns 91 per cent of a man's hourly pay; in her thirties it reduces to 87 per cent; in her forties this falls to 75 per cent and in her fifties it declines to 72 per cent.

## Final plans for new unit trusts

By ROBERT MILLER

THE City's top watchdog will incorporate any lessons learnt from the Morgan Grenfell affair into the new-style unit trusts that may start to be sold to investors next spring.

The Securities and Investments Board (SIB) yesterday unveiled proposals to establish open-ended investment companies (Oeics), and said: "Regulators are already reviewing issues which have come to the fore in the light of problems at Morgan Grenfell. Should any changes to the product regulations for unit trusts be necessary, equivalent amendments will be carried over as swiftly as possible to the Oeics regulations."

Many of the 1,600 unit trusts are expected to convert to Oeic status. The SIB said that investors would benefit because the new trusts will have a corporate structure, unlike unit trusts, which fall under trust law, and that each Oeic must have an authorised corporate director to ensure compliance with the rules.

Oeics will be priced on a single mid-market system rather than the present bid-to-offer spread.

## BA pledges to invest in Liberté

FROM LEYLA LINTON IN BRUSSELS

BOB AYLING, the British Airways chief executive, yesterday said the company would invest £440 million in Air Liberté over three years to return it to profitability.

In a speech to the European Aviation Club in Brussels, Mr Ayling said: "We wish to preserve the great majority of

jobs and establish it as a competitive provider of air services in France."

Last week British Airways bid £725 million for the bulk of Air Liberté's assets. Rival bidders include AOM, a former subsidiary of Credit Lyonnais, the troubled state-owned bank. Mr Ayling had told the

European Commission that allowing the AOM bid to go ahead would be "an illegal use of state aid".

Mr Ayling also urged Neil Kinnock, EU Transport Commissioner, to keep planned reforms to airport slot allocation rules as simple as possible.

## BUSINESS ROUNDUP

### Court backs SNCF and BR on tunnel

THE European Court of Justice yesterday overturned a European Commission decision to open rail traffic through the Channel tunnel to competition. The ruling represents a victory for SNCF, the French state rail operator, and British Rail, which own the rights to use 50 per cent of the tunnel's capacity until the year 2052. The European Court of Justice said that the European Commission, in making its December 1994 decision, had misinterpreted the terms of a 1987 accord under which the tunnel's capacity is split 50-50 between Eurotunnel, the operator of the cross-Channel rail link, and the two rail operators.

The Commission had maintained that the accord effectively granted SNCF and British Rail a monopoly on international rail services. Eurotunnel, still completing a £4 billion financial restructuring with its 200-plus banks, said yesterday that the latest decision was "reasonable". The company has always maintained that the original agreement with the railway companies did not violate European competition rules. It said: "Eurotunnel can choose not to use all of its allocated capacity for its shuttle services, and sell some of it to outsiders, including to competitors of SNCF and BR."

### Paterson Zochonis up

SUCCESS in Poland helped Paterson Zochonis, the soap and detergents maker, to lift pre-tax profits to £39.2 million from £25.1 million for the year to May 31. The company, 65 per cent owned by the Zochonis family, said that after sharp half-year growth Polish sales are now on a par with Britain, where its Cussons Imperial Leather soap leads the market. Poland may become its largest market over the next 12 months. Earnings were 38.1p a share (32.4p). A final dividend of 13.5p, due December 2, leaves a total of 16p (15p).

### Irish jobs increase

EMPLOYMENT in the Republic of Ireland increased by 45,000 in the year to mid-April according to preliminary results from the Labour Force Survey. The biggest increase was in the services sector with 47,000 new jobs. Industry, chiefly building and construction, accounted for a further 4,000 jobs. Those were offset by 6,000 job losses in the contracting agricultural sector. Almost 1.3 million people are now in work out of a total 3.62 million. The unemployed fell by only 1,000 from mid-April 1995 to 190,000.

### Unilever pegs offer

UNILEVER, the consumer products group, will not increase its offer to buy out the minority shareholding in Lyons Irish Holdings, the dominant tea group in the Republic of Ireland. Earlier this year the Anglo-Dutch group paid Allied Domecq £173 million for its 75 per cent stake in Lyons and offered £123.3p for the remaining shares. The Lyons board rejected the offer. Unilever said yesterday that it had secured acceptances in respect of less than 1 per cent of the outstanding shares.

### Water inquiry sought

FRANK DOBSON, Labour's Environment Secretary, has asked the water regulator to launch a fresh investigation into cross-subsidies involving Thames Water. Thames has already been highlighted, along with a number of other water companies, by an Ofwat report as using money from core businesses to fund other activities such as overseas operations. But Mr Dobson says Thames will not divulge the extent of this practice, nor will it tell him the individual financial details of each venture.

## TOURIST RATES

	Bank	Bank
	Rate	Rate
Australia \$	2.10	1.34
Austria Sch	13.13	10.83
Belgium Fr	33.15	48.85
Canada C\$	2.530	2.090
Cyprus Cyp£	0.7753	0.7189
Denmark Kr	9.32	6.10
Finland Mk	7.87	7.22
France Fr	8.64	2.00
Germany DM	2.890	2.890
Greece Dr	338	371
Hong Kong \$	12.54	11.34
Iceland Lkr	115	95
Ireland Pt	1.043	0.983
Israel Sh	5.48	4.88
Italy Lit	264	264
Japan Yen	160.30	177.20
Malta	0.617	0.586
Netherlands Gld	1.885	2.095
New Zealand \$	2.38	2.18
Norway Kr	10.28	10.03
Portugal Esc	206.00	238.00
Spain Ptas	7.85	7.05
Spain Ptas	211.83	188.00
Sweden Kr	11.14	10.34
Switzerland Fr	2.138	1.958
Turkey Lira	1541.50	1407.50
USA \$	1.890	1.580

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□ Emap's directors do the splits □ Beer merger not yet turned sour □ Game plan uncertain at Loftus Road

## Miller's tale of boardroom angst

□ PERHAPS they could bring out a new magazine, to sell alongside *Practical Beekeeper* and *Practical Yoghurt-Making*. There would be no shortage of subscribers to *Practical Corporate Governance* on the board at Emap, the publisher.

The row among Emap directors should provide a bit of copy for the magazine. In July shareholders voted through proposals that weakened the power of directors. They could henceforth be removed by three quarters of their peers. There are seven executives and seven (seven? Why on earth do they need seven?) non-executives. This would mean if 11 voted in a block for his sacking, the offending director would go. It would then be open to that 11 to gang up again and sack the other two who supported him.

Some years ago there used to be various revolutionary communist parties that operated on just this principle. They tended to end up with very small, but ideologically very pure, memberships. It is not easy to see how such Stalinist techniques should be applied to the average boardroom. Many companies have been run as personal empires, but they have generally not been that successful. A diversity of views is best. This is the whole reason for having non-executives around the place, and Cadbury

advises at least three. Institutions voted the changes through after reassurances from Sir John Hoskyns, the chairman and one of the most experienced boardroom operators in the land. But several directors, possibly fearing for their jobs, were less keen on them than it had seemed. Lining up against Sir John, and Robin Miller, the chief executive who must have hopes of replacing Sir John on his retirement next year, are two non-executives. There are said to be two others.

The board meets today to consider how to resolve the row. There have been calls for Sir John's head, for trying to get rid of the rebels after promising shareholders there would be no boardroom changes. One of those with doubts over the changes is thought to be David Arculus, the managing director.

This is where the matter exits the worthy area of corporate governance and begins to interest those who worry where the Emap share price is going. The company has been a star performer, and over the past year alone the shares have risen 45

per cent. But Emap is largely the creation of two able men, Mr Miller and Mr Arculus. If the two have fallen out, market sentiment alone will mark the shares back.

Yet it is a difficult poser, because one or the other must prevail. Yet being forced by best corporate governance practice to get rid of one of your main assets is like blowing your left foot off with a shotgun to cure an ingrowing toenail. Hopefully the two can make it up. Perhaps they should gang up and fire Sir John as a scapegoat. Then Mr Miller could have his job. Unfair; but then, life often is.

### Probably the best outcome of all

□ REPORTS of the demise of the deal to create Britain's biggest brewer look premature. The Office of Fair Trading is a couple of weeks off a decision on whether Bass should be allowed to buy Carlsberg-Tetley, and so control two fifths of brewing output. It would not be a complete disaster for all concerned if

PENNINGTON



the OFT ruled against a merger.

First the matter of whether the deal, between Bass on one side and Carlsberg of Denmark and Allied Domecq on the other as the owners of the brewing joint venture, should be thrown to a full Monopolies and Mergers Commission inquiry. This will be decided by Ian Lang, the President of the Board of Trade. He has something of a record of overruling the OFT.

Suppose the MMC takes its full nine months to decide. There is a provision for this in the contract to buy, which in itself deserves some sort of award for complexity. The deal can be completed at any time until the end of next year, when a supply agreement ends between the

brewer and Allied's pubs. Suppose the MMC takes against the purchase. Whatever happens, Allied gets an almost complete exit from brewing. Financially, Allied would have to repay £15 million of the £205 million that it received for its half-share of the brewer. In return the company would be forced to keep a 15 per cent stake in the venture. Irritating, but not a tragedy.

Bass would have to drop back to a market share behind that now enjoyed by Scottish & Newcastle, the market leader, and would, under the mathematics, come out £65 million worse off. Gallingly, especially for Sir Ian Prosser, Bass's chairman and chief executive, who is accustomed to getting what he wants, but again not a tragedy.

The real loser would be Carlsberg, stuck in a country it always wanted out of, a small player in a market dominated by three majors. The ending of those supply agreements would mean the loss of much of its customer base. There must be a risk the Danes might cut their losses and get out entirely. This would mean brewery closures,

just what those three big players want to see. One wonders if such an outcome has occurred to the OFT — or to Mr Lang.

### Mr Levison's double header

□ FOOTBALL is a game of two halves. Or in the case of Loftus Road, which is floating on AIM, two clubs: QPR in association football and Wasps in rugby union. And for Charles Levison, media lawyer, long-time adviser to Richard Branson and well-known dealmaker, it is a game of two roles.

After last month's boardroom bust up at Chrysalis, which saw two non-executive directors resign in protest at the control chairman Chris Wright had over the media group, Mr Levison was left as one of only two such independents and the only one who did not have a direct business link with Chrysalis. The prospectus of Loftus Road — chairman and largest shareholder Chris Wright — shows that Mr Levison's private company, Clarion Media Europe,

has been paid £50,000 for helping Loftus Road buy QPR and Wasps and will be paid £50,000 more once the deal is completed. He is also to receive 75,000 share options and, though this is not set out in the prospectus, where he is described as non-executive, he is acting managing director of Loftus Road while the company finds a permanent replacement.

Mr Levison says that he is able to manage properly any potential conflicts of interest, should they arise, from his role at Chrysalis and his role at Loftus Road. We must take his word for it that this will not turn out to be a problem in the future. We must also hope that QPR will be promoted to the Premiership, which the prospectus admits is the only way the club can be assured of profits in future. And Wasps will hopefully win the Courage First Division in rugby this season.

### Back to the future

□ BILL Gates admits that he got it wrong. His *The Road Ahead*, the document that was adopted by millions as the guide to the dawn Age of Artificial Intelligence, has been overtaken by events and will have to be substantially upgraded. How typical. You pay out for one vision of the future, and a year later it's obsolete.

### 'Buy one, get one free' bad for trade

BY SARAH CUNNINGHAM

THE "buy one, get one free" special offers that abound in supermarkets are bad for consumers, manufacturers and retailers, according to new research from the London Business School.

Commissioned by Procter & Gamble, the American detergent manufacturer, it shows that such promotions — known in the trade as "bog off" — actually increase prices in the long term. In the short term they tend to benefit a small group of dedicated bargain hunters, the researchers say.

Loyal customers prefer to see everyday prices cut and have "an increasingly jaundiced view of promotions", according to Paul Polman, general manager of Procter & Gamble in the UK and Ireland.

Special offers are "bad for retailers because they promote disloyalty, encouraging customers to look around for the best deals rather than staying faithful to their usual store," he said.

J Sainsbury, the supermarket group, said it disagreed with the conclusions of the researchers. "The offers give better value to customers and most manufacturers are very keen to promote in this way," a spokeswoman said.

Mr Polman said manufacturers suffer because, as well as discouraging brand loyalty, these promotions cause inefficiencies in production, inventory and in-store availability, creating extra costs that must be recovered.

Procter & Gamble and Lever Brothers dominate the £729 million UK soap powder market, of which nearly 10 per cent was spent on special promotions.



Jan Leschly, chief executive of SmithKline Beecham, where third-quarter results reflected rapid sales growth, particularly among new products

## SmithKline results underline strength of drugs portfolio

BY PAUL DURMAN

SMITHKLINE Beecham delivered fresh evidence of the strength of its drugs portfolio yesterday when it reported rapid growth in the sales of several new products.

The star performer was Seroquel/Paxil, a treatment for depression and panic attacks, whose third-quarter sales jumped by 54 per cent, to £189 million. Sales of Relafen/Relief, an inflammation drug, and Kytril, an anti-

nausea treatment for patients on chemotherapy, both rose by one third, to £85 million and £46 million respectively.

In total, sales of new products — those within three or four years of their first launch — rose by 44 per cent. SmithKline Beecham said that new product sales now represent 36 per cent of total pharmaceutical sales, which amounted to £1.16 billion in the three months to September 30.

Profits from pharmaceuticals in the third quarter were up 20 per cent, to £263 million. This enabled the company to lift its total pre-tax profits by 20 per cent, to £374 million. Jan Leschly, chief executive, said SmithKline Beecham was extremely pleased with this performance.

The company has secured two more regulatory approvals, in Spain and Canada, for Coreg, its highly promising

heart drug. The US Food & Drug Administration turned down Coreg this year, but Hugh Collum, chief financial officer, said: "We have supplied considerably more additional information [about Coreg]. We would like to think [approval] might be some time during this next quarter."

Mr Collum said that the company is "not particularly worried" about the Office of Fair Trading's move to end

price controls on over-the-counter drugs. SmithKline Beecham could be hit through sales of its cold remedies, such as Beechams powders, Contac and Night Nurse. He said: "We are a very aggressively competitive marketing company. All our products are pretty well established."

The consumer healthcare businesses — which include Nicoderm and Nicorette, Macelean and Aquafresh toothpaste and Horlicks and Lucozade drinks — improved profits by 7 per cent, to £111 million. Sales were up 13 per cent, to £607 million. Margins were held back by promotional spending.

Sales of Macelean increased 40 per cent, while Horlicks registered a 27 per cent sales growth. The company is investing £20 million in expanding the Horlicks business.

The company will pay a third-quarter dividend of 4p (3.2p) a share on December 31. Earnings were 17 per cent higher, at 9.1p a share.

## Reckitt unveils buyback proposal

BY SARAH CUNNINGHAM

RECKITT & COLMAN, the manufacturers of Harpic, Lemsip and Dettol, yesterday unveiled a novel package of measures that will allow it to buy back 5 per cent of its shares at a cost of £152 million.

The company proposes to pay a foreign income dividend (FID) of 35.65p for each existing share and will consolidate each 20 existing shares into 19.

In effect, this means shareholders will receive 713p — the price at which shares closed on Monday — in return for giving up one in every 20 shares held.

The FID is possible because more than 90 per cent of Reckitt & Colman's sales are overseas. The FID does not give rise to any tax credit so the company will not come into

conflict with rules announced this month by Kenneth Clarke, the Chancellor, scrapping tax benefits linked to standard share buybacks.

Shareholders will vote on the proposal at an extraordinary meeting on November 18. Vernon Sankey, chief executive, said they would benefit from the scheme because earnings per share would rise.

The company, which bought L&F Products for £1 billion in 1994 and then sold its mustard business, said it was not planning big acquisitions.

The FID is due to be paid on November 25. Payment of the 7.95p interim dividend has been moved from October 29 to November 18.

Times, page 28

Times, page 28

### Warning hits Low & Bonar

BY MARTIN BARROW

MORE than £72 million was wiped from the stock market value of Low & Bonar after the paper and packaging company warned investors that current-year profits would be affected by difficult trading conditions.

The company's shares fell 73.5p to 483.5p, with more than one million shares traded. Low & Bonar said that, across most of its activities, trading had been broadly in line with expectations, but that the sludge wrap and North American packaging operations "have not been as strong as we anticipated earlier in the year."

The warning on profits was issued as the company announced the £9 million purchase of UCO Technical Fabrics, a Belgian polypropylene fabrics business, for £9 million. Low & Bonar said it will make a £2 million provision against integration costs associated with the acquisition, which will further affect profitability.

In the last financial year Low & Bonar earned pre-tax profits of £52.4 million.

### Chairman of Emap urged to go

BY OLIVER AUGUST

SIR John Hoskyns, the Emap chairman, has been called on to resign for misleading shareholders over changes in the company's articles of association that make it easier for the board to sack directors.

Pirc, the City researcher on executive pay, said Sir John could no longer stay in office after breaking assurances given at the annual meeting, at which the rule changes were approved. After the meeting, Sir John privately sought the resignation of Ken Simmonds, a non-executive director opposed to the changes.

Anne Simpson, a Pirc director, said: "Sir John won the support of the institutions partly on the basis that the rules wouldn't be used to remove current board members. But then he did the exact opposite."

Emap said: "There's no question of the chairman being removed. As far as Emap is concerned, there is not a boardroom split. The only disagreement lies with two non-executive directors who disagreed with changes of articles ... approved at the AGM."

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# Gilts take up the running as shares run out of steam

GOVERNMENT securities took up the running as equities showed signs of boiling over after their recent record-breaking run.

Prices at the longer end struggled to recent interest rates to score gains of up to 2 1/2% as the market drew comfort from the latest CBI survey showing signs of a slowdown in manufacturing output. The success of the latest £2 billion auction of Treasury 7 per cent 2001, which was 3.57 times oversubscribed, also boosted confidence.

By contrast, the equity market reflected the overnight setback for the Dow Jones average and further losses at the start of trading in New York last night. The FTSE 100 index closed 15.9 points down at 4,057.2 in relatively thin trading. A total of 703 million shares changed hands.

Cable and Wireless jumped 2 1/2% to 467p after confirming plans for a three-way communications merger with Nynex CableComms, Bell Cablemedia and Videtron. Cable and Wireless Communications, a new holding company, will offer a complete cable television service to more than six million homes in the UK. C&W will have overall control of the new operation. Shares of Nynex CableComms, 67 per cent owned by Nynex, its parent company in the US, jumped 23 1/2% to 119p on the news.

Others to benefit from the move included Telewest, 12p better at 135p, and General Cable, 19p better at 197p. But BT, C&W's biggest rival, lost 4p to 354p. The news also left BSkyB, the satellite television broadcaster, 181p down at 678p. BSkyB is 40 per cent owned by News International, owned by News International, and directly affected by increased competition posed by the proposed merger of the four cable television operators.

Shareholders of Reckitt & Colman, the household products group, were cheered by news that the group is paying out a special dividend worth 35.65p a share. The total package is likely to cost the group £152 million and avoids the new rules on share buybacks and special dividends being imposed by the Treasury. The shares rose 13p to 726p.

Abbey National failed to benefit from a positive trading



Iain Carter of Seton Healthcare, down 32p on RPM concerns

update, with the price ending 4 1/2p cheaper at 60 1/2p. The group said it had already achieved a substantial proportion of the expected cost savings from its merger with National and Provincial. The fall in the share price probably reflects a recommendation by ABN Amro Hoare Govett, the broker, earlier this week to switch from Abbey into Nat-

ional Westminster. 2 1/2p lighter at 718 1/2p. Credit Lyonnais, the broker, continues to rate NatWest a buy.

In banks Standard Chartered, the price dropping 27 1/2p to 654 1/2p as the City continued to reflect on last week's downgrading by Cazenove, the company's own broker. Yesterday it was the turn of HSBC James Capel, which is

reported to have cut its numbers, while rival Robert Fleming reduced its recommendation from a "buy" to a "sell".

Third-quarter figures from SmithKline Beecham received a cautious thumbs-up from the City after the group weighed in with a 20 per cent increase in pre-tax profits to £374 million. It was achieved on a 15 per cent surge in group

sales to £2 billion. Much of the growth came from its stable of new drugs, including Seronax, the anti-depressant, which saw sales jump 54 per cent to £189 million. Jan Leach, chief executive, said SmithKline was now on target to meet all its year-end goals. The shares responded with a rise of 2p to 795p.

Wolsey, the building products group, dropped 14p

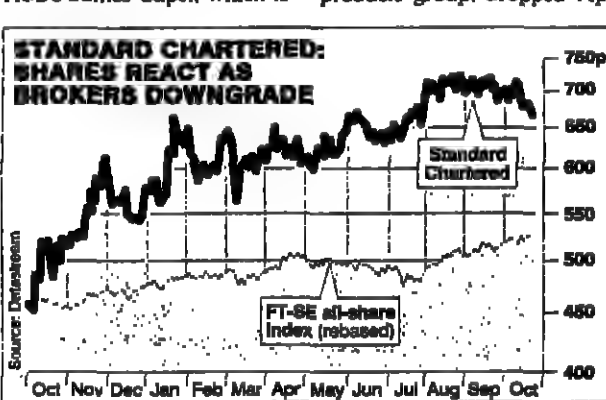
to 493p after reporting an expected drop in pre-tax profits. The group said it was satisfied with its geographic balance despite the downturn in the US, but intended to make further selective acquisitions.

Jordex marked time at 59 1/2p, having come up from around the 46p earlier this year after the reverse takeover of Baris Resources. The new management brought in to whip the company into shape is already starting to enjoy the support of institutional investors. One of them is believed to be building up a near 3 per cent stake in the shares.

Brokers complained that yesterday's drop in the Seton Healthcare price of 32p to 488 1/2p had more to do with this week's decision about resale price maintenance than any disappointment over the size of the latest profits rise. It seems that around 40 per cent of sales at Seton, whose chief executive is Iain Carter, are related to the over-the-counter market.

A profits warning took its toll on Low & Bonar, down 73p to 484p. The Dundee packaging group says that trading conditions in areas such as silage wrap and North American packaging have failed to live up to expectations and would affect this year's results. UBS, the broker, is said to have downgraded the forecast for the current year by £3 million to £53.5 million. The group was dealt a blow last year when it lost James Lang, chief executive, to Laporte.

On the FTSE 100, the Dow Jones industrial average lower in morning trade. By midday it was 20.49 weaker at 6,070.38.



STANDARD CHARTERED SHARES REACT TO BROKERS DOWNGRADE

Source: Standard Chartered

FTSE 100 all-share index (rebased)

Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct

Source: Standard Chartered

FTSE 100 all-share index (rebased)

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## MAJOR INDICES

New York (midday):	
Dow Jones	5070.38 (-20.49)
S&P Composite	707.74 (-1.11)
Tokyo:	
Nikkei Average	21,123.08 (-179.27)
Hong Kong:	
Hang Seng	12,444.66 (-65.39)
Amsterdam:	
Euro Index	593.11 (-0.69)
AO	335.16 (-0.4)
Sydney:	
ASX	2718.98 (-10.05)
Singapore:	
SEAC	2038.84 (-5.39)
Brussels:	
General	1003.50 (+17.64)
Paris:	
CAC-40	2175.61 (-4.61)
Zurich:	
SIX	784.70 (-3.00)
London:	
FT 100	4057.2 (-15.9)
FTSE 100	4057.2 (-15.9)
FTSE 250	2016.2 (-5.9)
FTSE 100	1788.23 (-1.2)
FT All-Share	1989.0 (-5.54)
FT New Shares	2052.4 (-4.4)
FT Fixed Interest	115.00 (+0.19)
FT Govt Secs	94.30 (+0.43)
Barclays	299.7
SEAC Volume	703.00
USM (Dollars)	200.00 (+0.48)
US\$	1.5973 (+0.0086)
German Mark	2.4719 (+0.0086)
Exchange Index	89.3 (+0.3)
Bank of England official rate (Apr)	12.75
ECU	1.108
RPI	153.4 Sep (2.1%) Jan 1997-100
RPIX	153.6 Sep (2.9%) Jan 1997-100

## RECENT ISSUES

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Clyde Blurs n/p (285)	25
Prism Rail n/p (240)	12

## MAJOR CHANGES

RESE:	
General Cable	197p (+19p)
Telewest	135p (+12p)
Cable Wireless	457p (+28p)
Hall Eng	269p (+12p)
Ultra Electronics	28p (+2p)
Reckitt Col	729p (+13p)
Danka Be Sys	827p (+10p)
Generac	899p (+10p)
CRA	988p (+11p)
Roite & Nolan	382p (+10p)
FALLS:	
Telewest	197p (-15p)
Bluebird Toys	182p (-10p)
Wolsey	493p (-14p)
BAA	506p (-10p)

Closing Prices Page 32

## FINANCIAL

### Crossing the wires

THE launch of Cable and Wireless Communications was long on hype and short on substance but that is par for the course in the cable television industry. In this case, however, the medium became the message and investors were left with a valuation attributable by Cable and Wireless to itself as the only fixed reference point in a jumble of cross-shareholdings. Gagged by US regulators, the promoters of yesterday's quadrilateral merger of Mercury and three cable companies were unable to provide the colourful revenue projections which normally accompany telecoms flotations. In their absence, analysts hit upon two numbers: the price paid by C&W to Bell Canada for 5.2 per cent of Mercury and the market value of Nynex CableComms.

C&W's valuation suggests that Mercury - its struggling telephone business - is worth

£2.9 billion, a figure that would have astonished the market two days ago. In turn, that puts a value of well over £5 billion for the new entity. However, the market worth of the quoted Nynex CableComms suggests a much lower £4.3 billion, notwithstanding a surge in the share price.

Such exercises merely serve to prove that markets are imperfect. However, revenue forecasts would scarcely have helped. The value of this deal is in the cost savings. There will be blood on the carpet at the cable companies as they remove duplication and combine marketing efforts. C&W's cashflow will be a useful asset for the unprofitable cable businesses, but the real challenge is to turn their franchises into customers. Nothing that was said yesterday suggested that the task would become easier.

Boxmore

TO BE biggest in leaflets is not an ambition that sets the heart racing. For Boxmore, however, the printed messages that accompany every medicine sold to the public represent a business opportunity. The drugs are increasing in number and the disclosure requirements are lengthening. Add to that the packaging needs for medicines and you have a high-margin business. After two deals and heavy investment in new plant, the Northern Ireland company has a quarter share in the UK pharmaceutical packaging market.

In a bid to maximise their investment return, drug companies are sub-contracting all the ancillary parts of their business and, earlier this year, Boxmore secured the purchase of Glaxo's packaging business, enabling the

group to create an all-singing and all-dancing healthcare packaging service to offer customers. An immediate benefit was a five-year contract with Glaxo, worth between £10 million and £12 million in a full year.

These developments sent Boxmore shares to dizzy heights - on 1997 profit forecasts, the rating is a 50

pair and maintenance work is picking up, but 60 per cent of the business supplies the new build housing market and Wolsey reckons housing builders in Britain are shifting old stock rather than breaking new ground.

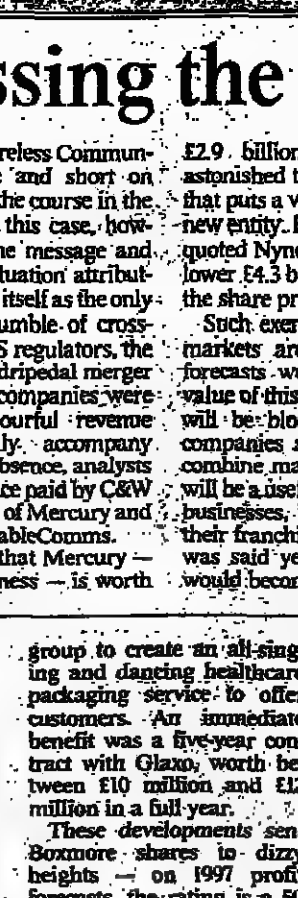
With continental markets still in the doldrums, Wolsey is lucky to have the UK to fall back on. North America provided the only growth and, unless the UK picks up in the first half, Wolsey will be leaning heavily on its American subsidiaries again in the current financial year.

Discounting is beginning to put pressure on margins at home as competitors seek to buy market share. In the circumstances, Wolsey has done well to keep revenues growing in existing businesses. The company remains the quality stock among the builders' merchants and American acquisitions should bring in at least an extra £10 million this year.

EDDIE BY CARL MORTIMER

## BOXING CHAMPION

### Boxmore International share price



Boxmore International share price

FTSE all-share index (rebased)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

Source: Standard Chartered

FTSE all-share index (rebased)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

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FTSE all-share index (rebased)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

Source: Standard Chartered

FTSE all-share index (rebased)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

Source: Standard Chartered

FTSE all-share index (rebased)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

Source: Standard Chartered

FTSE all-share index (rebased)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

Source: Standard Chartered

## COMMODITIES

### ICE-FIN (London 6:00pm)

CRUDE OIL (\$/barrel FOB)	
Brent Physical	25.00 (-0.05)
London 15 day (Jan)	24.00 (-0.05)
London 15 day (Mar)	23.00 (-0.05)
London 15 day (Jun)	22.00 (-0.05)
WTI Intermediate (Nov)	25.50 (-0.20)
WTI Intermediate (Jan)	25.00 (-0.20)
WTI Intermediate (Jun)	24.00 (-0.20)
WTI Intermediate (Nov)	23.00 (-0.20)
WTI Intermediate (Jan)	22.00 (-0.20)
WTI Intermediate (Jun)	21.00 (-0.20)
WTI Intermediate (Nov)	20.00 (-0.20)
WTI Intermediate (Jan)	19.00 (-0.20)
WTI Intermediate (Jun)	18.00 (-0.20)
WTI Intermediate (Nov)	17.00 (-0.20)
WTI Intermediate (Jan)	16.00 (-0.20)
WTI Intermediate (Jun)	15.00 (-0.20)
WTI Intermediate (Nov)	14.00 (-0.20)
WTI Intermediate (Jan)	13.00 (-0.20)
WTI Intermediate (Jun)	12.00 (-0.20)
WTI Intermediate (Nov)	11.00 (-0.20)
WTI Intermediate (Jan)	10.00 (-0.20)
WTI Intermediate (Jun)	9.00 (-0.20)
WTI Intermediate (Nov)	8.00 (-0.20)
WTI Intermediate (Jan)	7.00 (-0.20)
WTI Intermediate (Jun)	6.00 (-0.20)
WTI Intermediate (Nov)	5.00 (-0.20)
WTI Intermediate (Jan)	4.00 (-0.20)
WTI Intermediate (Jun)	3.00 (-0.20)
WTI Intermediate (Nov)	2.00 (-0.20)
WTI Intermediate (Jan)	1.00 (-0.20)
WTI Intermediate (Jun)	0.00 (-0.20)
WTI Intermediate (Nov)	-1.00 (-0.20)
WTI Intermediate (Jan)	-2.00 (-0.20)
WTI Intermediate (Jun)	-3.0



## THE TIMES CITY DIARY

### A colourful celebration

LOCAL businesses in Crawley will paint the town red next year to mark the fiftieth anniversary of the Sussex town. Companies, including Virgin, British Airways, and Coca-Cola, are being approached to sponsor giant red billboards and window displays. For a week in May, streets, buildings, and flowers will turn red. One high street bank will offer a special dividend to clients who go into the red that week, parking will be free for red cars, and some shops are offering a 10 per cent discount to shoppers with red hair.

### Selling point

THE Princess Royal and Terry Venables, an unlikely double act, are to speak at a top UK sales conference. Billed as "the most dynamic sales improvement day ever", the Institute of Sales & Marketing Management has invited the duo to address its annual conference in Birmingham next Thursday. The Princess Royal will address delegates in her role as Honorary Fellow, while England's former soccer boss is expected to share some of his legendary team-building skills.

### There's the rub

THE future looks good for Jardinerie Interiors, the interior landscape company specialising in airports and conference centres with an AIM launch this month. It all began when chairman William Braid (better known as Midsa) handed out a clump of money trees to institutions as a taster of his company, advising recipients to rub the tips of the plant every day if they want to be lucky in finance. Lo and behold, on receiving the coffee-filling plants, three of the institutions have had lottery wins.



"Cheer up — they're bound to get a lot of crossed lines"

### It's all Greek

OLIVER STOCKEN, finance director of Barclays Bank, is still suffering the after-effects of his weekend — a charity marathon in Greece. Under the command of John Campbell, co-founder of Campbell Lutyens, the investment bank, a 100-strong team turned up for the race between Marathon and Athens. David Svendsen, managing director of Microsoft UK, was among those who completed the Olympian task. A third of the field had never attempted a marathon. According to a very stiff Stocken: "By the time we got to the water stands, there was none left. Then they ran out of medals."

### Vintage PR

FRANCE has awarded one of its highest industrial honours to a bubbly Brit. Step forward Malcolm McIntyre, the first PR man to be appointed a Chevalier de l'Ordre du Merite Agricole since the award was established in 1883. For 18 years, McIntyre has worked as an independent consultant on behalf of the champagne industry's governing body. This must be a good year for McIntyre — his daughter announced her engagement yesterday.

MORAG PRESTON



BAA's role at Indianapolis involves shops, car parks, police and fire protection at the main airport plus four general aviation airports and a heliport

# BAA takes the Heathrow experience to America

The sky's the limit in making US airports pleasant and profitable, Ian Brodie finds

Americans can now sample the Heathrow experience without setting foot in Britain. Under its embryonic plan for global expansion, BAA, formerly British Airports Authority, manages the retail outlets at Pittsburgh airport and, in the past year, has taken over full operation of Indianapolis airport.

The idea of transferring a city or regional airport to private management is still a novelty in the US, but BAA's efforts are arousing substantial interest among airport authorities. Its concept of turning terminals into shopping malls has already spawned imitators, as British visitors to Atlanta airport noticed during the Olympics.

In its US foray, BAA follows the axiom pursued by Sir John Egan, its chief executive, in the UK. He is convinced that the sky is the limit in making airports more pleasant for travellers and more profitable for business.

Although BAA has been generally welcomed in the US, officials in Pittsburgh and Indianapolis drove hard bargains and in one case changed the rules because their piece of the pie seemed inadequate. BAA has yet to see big profits from its transatlantic foothold, but the effort was always considered long-term and the attention gained by having two BAA airports up and running is likely to generate similar contracts elsewhere.

Michael Bell, president of BAA USA Inc, said the past six months have produced inquiries from many other airports. Two years ago there had been only one glimmer on the horizon, Indianapolis, but now there are five or six, some of them fairly bright. One is Boston where the transport authority has invited proposals from the private sector to redevelop terminal A at Logan airport. Mr Bell said: "We're extremely interested in having a good shot at winning it."

The format in the new terminal at Pittsburgh, where BAA moved in four

years ago, has been to create a model of proficient airport retailing by renting space to a variety of 60 outlets, including national chains such as the Gap clothing that had never ventured into an airport before. Rents per square foot are more than in traditional shopping malls, but so is turnover.

BAA insists that the days of airport gouging are over and that all prices must match those at nearby non-airport shops. The outcome is that Pittsburghers brag about their shiny "air mall" and some go there to shop, eat and drink, even when they are not flying.

BAA's approach was so successful that the governing county council decided it deserved more of the revenue. Guy Turnolo, then the aviation director, ordered his legal department to renegotiate the contract. He admits he was unhappy with the county's share of the profits because they were based on passenger traffic rather than the thriving business generated by vendors. The upshot was an increase in the county's take from \$4 million to \$6 million a year, while BAA, which has invested \$15 million in development at Pittsburgh, has an annual profit in the "very low millions".

BAA was pragmatic about changing the contract; the company risked losing its attractiveness to other American airports if a conflict developed in Pittsburgh. There was one setback when BAA and county officials fell foul of financial watchdogs in the county controller's office who complained that the pledge to match street prices was not being met. "The trouble was across the board: Big Macs, books, razors, you name it," said Jack Chielli, spokesman for the county controller. BAA worked with the county to correct the problem, but Mr Chielli

cautioned: "I guarantee you we will hold their feet to the fire if it happens again."

The driving force behind Indianapolis being the first main US airport turned over entirely to private management was Stanley Goldsmith, the city's Republican mayor. A believer in Thatcherism, he has overseen the privatisation of 55 municipal entities and his success as mayor is the key to his current race for Governor of Indiana. A Midwest state of conservative values.

BAA bid for the ten-year contract against four others, including the civil servants already running the airport. The British gained an advantage by promising not to dismiss the 300 existing employees in making the transition from public to private management.

Indianapolis is a far bigger undertaking than Pittsburgh. It involves shops, maintenance, transport, car parks, police and fire protection at the main airport plus four general aviation airports and a heliport. All are owned by Indianapolis Airport Authority, which retains control over important policy. Mayor Goldsmith is satisfied that so far BAA has improved quality and trimmed costs. He said: "I'm pleased with the partnership, although there's still a long way to go. Our citizens don't care whether it's a British or American company running the place, but they do want good service and they're getting it."

BAA has guaranteed savings to Indianapolis of \$32 million over ten years. The contract sets a baseline cost for operating the airport. If BAA comes in under the baseline the savings are shared, about 20 per cent for BAA, 80 per cent to the airport authority. BAA will receive an estimated \$900,000 this

year and \$1.4 million in 1997, according to the budget. BAA said the figures do not include overheads.

Pete Ritz, airport authority treasurer, is still trying to determine how much BAA will receive in the first payout next March. He said several contract interpretation issues have yet to be ironed out. Among other troubling troubles, BAA provoked grumbles by doubling the cost of close-in car parking to \$20 a day. The move was to deter long-term parkers from taking up space needed for short-stay "meeters and greeters", for whom charges remained the same.

Under BAA's street pricing policy, chewing gum was reduced from 69 to 25 cents. But food and drink remained stubbornly more expensive than on the outside because Host Marriott, which had run the restaurants before BAA's arrival, still had a valid contract that allowed them to charge local prices plus 5 per cent. Under prodding, Host Marriott is now negotiating an expansion with BAA and has agreed to accept street pricing if the discussions go well, as envisaged. Steve Izant, a Host Marriott vice-president, said: "BAA is an important company and we want to co-operate." Translation: Host Marriott sees BAA taking over other US airports and needs to stay on good terms.

As newcomers to the Midwest, BAA was determined to be an American-style good neighbour. Reaching out to women and minorities was deemed so important that a "minority affairs coordinator" was appointed. BAA has also endowed two university scholarships for minorities to study retail management. In addition, BAA sponsors a baseball stadium, children's museum, symphony orchestra and children's reading programmes.

America is not ready for the outright sale of airports, as happened in Britain, but surrendering management to outside companies is an idea that could soon overcome local reluctance and take off rapidly.

## BUSINESS LETTERS

### Renewal certain after fast service

From Miss J. A. Elliott  
Sir, Having read Mrs B. A. Ford's letter in *The Times* (October 4) concerning her problems in obtaining service from British Gas, I feel I should relate my experience. I telephoned British Gas one morning, the recorded announcements asked me to press a button on my handset and I was immediately in touch with a human being. He said he could send an engineer that afternoon (after 12 noon).

About half an hour later, British Gas telephoned to say the engineer could call that morning, if convenient. It was convenient, the engineer arrived within 30 minutes, the job was done, and before he departed he used his personal computer to produce a printout detailing the work done.

Unlike Mrs Ford, I shall be renewing my three-star service contract. Yours faithfully, J. A. ELLIOTT, 7 Shelley Drive, Stratford sub Castle, Salisbury, Wiltshire.

### Pressure rises in gas contest

From Mr Peter Soul  
Sir, There is more intimidation in the gas industry, apparently, in the form of a letter recently received by my mother-in-law in Sussex. Headed "British Fuels-Gas" and sprinkled with red print, it starts: "Warning. From January 25, your gas will cost more than it should. You may be aware that the gas industry has been deregulated... unless you take action before that date, from then on you could find your gas costs you up to 20 per cent more than it should".

Only if your hands are steady enough for you to read further do you learn that British Fuels-Gas is an independent supplier offering cheaper gas — and not afraid to warn that British Gas may soon raise its own prices. In the competition to pump gas in at one end of the pipeline, who is concerned about the pressures at the other end? Yours faithfully, PETER SOUL, 51 Lakeside, Earley, Reading, Berkshire.

### Temptation of the NU "carpetbaggers"

From Mr J. E. Humphrey  
Sir, Marianne Curphey tells us that the Norwich Union, in its plans for flotation, is dismayed by allegations that financial advisers are encouraging "carpetbaggers" to make fraudulent backdated applications for new policies (October 5).

One can surely be forgiven, in these notoriously unhappy days for financial ethics, if one asks how it can possibly be that a great mutual insurance society, with its paramount responsibility to safeguard the funds of its members, can manage to arrive at such a situation and that instead of issuing a plain office instruction of "no policies to be issued on applications received after midnight on October 1", it positively invites and tempts

the fraudulent operator in promising "to be flexible over the October 1 deadline", telling advisers that "it will accept pipeline cases" — applications that had been completed but not processed up to the close of business on October 4.

No wonder that Marianne Curphey is constrained to tell us in her further column on page 29 that many of the estimated 100,000 plus people on the Norwich Union's helpline since it opened on the morning of October 2 were long-standing NU customers concerned about "carpetbaggers". Yours faithfully, J. E. HUMPHREY, 9 Offington Gardens, Worthing, West Sussex.

### Car insurance not so fair between drivers

From Mr A. G. Phillips  
Sir, Surely Pennington (October 9) is not suggesting that motor insurance is equitable and that no-claims bonuses are a means of ensuring this?

If you have comprehensive insurance and are unfortunate (or foolish) enough to scrape your car on the gatepost, you can expect it all to be sorted out with one telephone call, and, if you have a protected no-claims policy, it will cost you nothing.

If, however, you have third party only and through no fault of your own another driver swerves into you, the outcome will be far different. If he/she was drunk, the main aim will be securing a prosecution, not compensation for you. If the cause was a fatal heart attack that nobody could foresee, you are on your own.

Those who have never claimed in several decades will often still pay premiums way in excess of those paid by frequent claimants, just

because of their occupation, choice of vehicle, or other largely irrelevant facts. Yours faithfully, ANTHONY G. PHILLIPS, 32 Upper Street, Salisbury, Wiltshire.

### Cherry-picking

From Mr David Wilkinson  
Sir, Pennington (October 9) is quite right to scorn the AA's worries that the Government may have to step in to prevent insurance companies discriminating against bad drivers.

Your reporter wrote that the insurers' practice of cherry-picking low-risk motorists runs contrary to the concept of insurance as providing a pooled risk. It certainly does not. "Cherry-picking" simply means asking the appropriate premium for the perceived risk. This is the essence of insurance. Yours faithfully, DAVID WILKINSON, 17 Speedwell Road, Birmingham.

### Salaries, options and productivity

From Mr Norman Lolley  
Sir, It is suggested that the 10p tax band will entail a lot of extra work for tax offices, banks and building societies, all unproductive, as the 20p tax band must have. It is also stated (October 4) that the exercise of share options gains an average of £140,000 for company directors, some topping £1,000,000. I am not against high salaries, but it seems strange that numbers of people are paid for unpro-

ductive work while others receive the rewards of productive work but do nothing.

For all those millions of pounds there is not one more pound of coal from the mines, not one more ear of wheat in the fields, not one more gramme of iron from the foundries. Will someone please explain? Yours faithfully, N. F. LOLLEY, Frenchay House, Frenchay Common, Bristol.

Tom Benyon on the qualities needed to lead Lloyd's into the next century

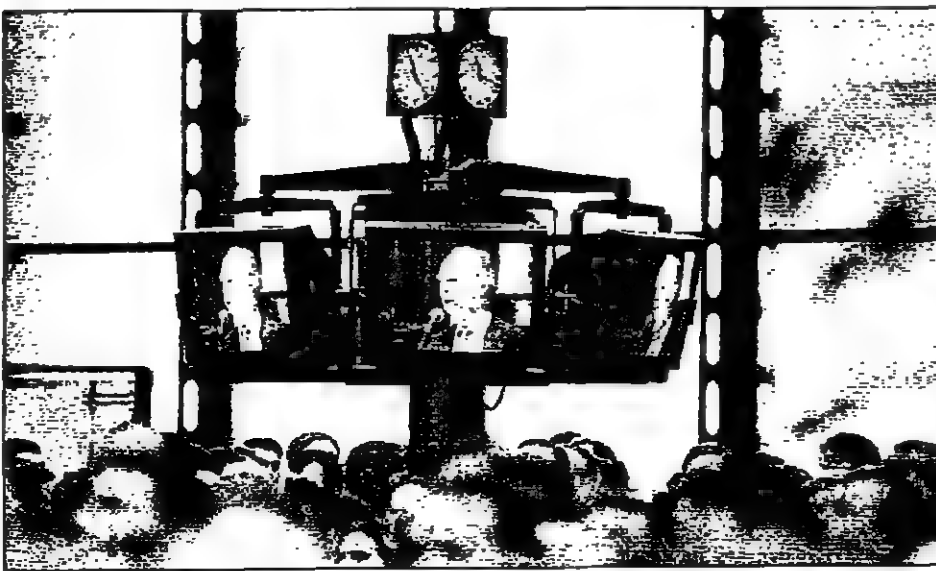
## Braveheart required for job and a half

It is likely to prove difficult to persuade someone with the extraordinary City skills needed to take on the chairmanship of Lloyd's when David Rowland goes at the end of next year. The next chairman will be obliged to continue to nurse the society, if not from intensive care, from healthy convalescence, back to an Olympic standard of fitness, and not all the best candidates want the job. Rowland's virtuoso performance will be a hard act to follow.

The 1982 Lloyd's Act limits the scope for recruitment to the six working members of council. To allow an outside chairman would enable selectors to include world-class talent among potential candidates, and permit the new chairman to avoid the inevitable charges of conflict of interest, however groundless, that attach themselves like limpets to insiders who occupy the office.

Lloyd's has stretched the Act in the past without being shown a yellow card. However, there is a doubt that the best candidates are prepared to accept the many drawbacks that go with the job, particularly when they can make relatively stress-free money elsewhere.

The job is under the remorseless limelight of press interest and is almost wholly political. New recruits — used to wielding executive power — will find that they



Market leader: David Rowland, chairman of Lloyd's, who retires at the end of 1997

are obliged to operate through presidential appeals to loyalty to the greater good. But why should a Bermudian company — whose needs are for short-term profits — give a fig for Lloyd's 300-year-old traditions? Corporates will take an increasing interest in the market — perhaps as much as 40 per cent next year — and their presence will not make managing the market any easier.

The job will not be peaceful as a number of names still appear to be conducting the Second World War. Then the chairman will have to bridge

the gulf that is likely to open up between the interests of insurance companies — mostly American or Bermudian, owning managing agencies and dedicated vehicles, and those of the alliance of traditional names — spread vehicles and brokers who do not want Lloyd's to become an insurance bourse.

Finally, the successful candidate must be prepared to make substantial financial sacrifices. David Rowland receives £450,000 a year and one may assume that his successor will be offered the same. But that is not a particularly large

council elections must be lodged by tomorrow. Standing as non-working names are David James (company doctor), Sir Adam Ridley (Hampshire), Peter Nutting (hero of Outhwaite) and Sir William Arbuthnot (High Premium Group). Any one could qualify to become chairman and names should vote with this mind. Last but not least comes Jonathan Agnew, formerly chief executive of Kleinwort Benson. He retires from council, where he has been the representative of corporate capital, in December and is available for re-election.

If none of these is thought suitable, an outside dream candidate could be flown in, like Mary Poppins. In a year's time — the nearest a woman will get to the top job — "Mary Poppins" will have to be an underwriting name, but a place would be found for her on the council; she would accept a directorship to qualify as "working". And with the support of the agents she would win handsomely. Her colleagues will welcome her warmly, if through somewhat gritted teeth.

New candidates are wanted. A clean-living chap most likely, good with the press, tough in a scrap. He'll need, and he'll get, all the encouragement and support going — A Man for All Seasons and a Braveheart, too. Tom Benyon is managing director of The London Insurance Insider

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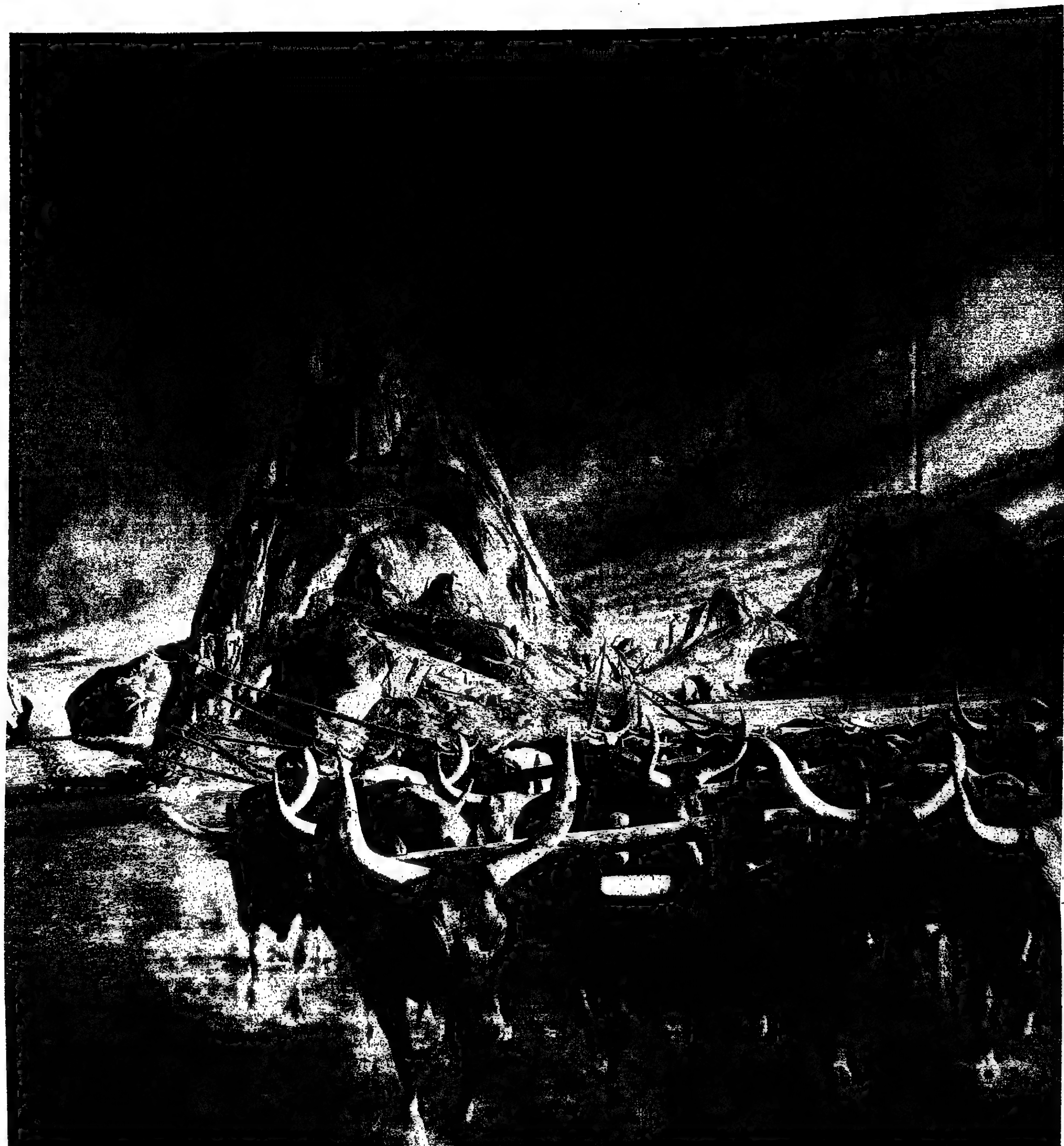
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of the latest Fortune Global 500 table revealed that Fortis had risen to 135th place.

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By \_\_\_\_\_

**The Florida Deacons Convention**  
FURNISHED to the Trustees  
1925 Notice in January giving  
the names of the Trustees and  
the names of the members of  
the Executive Committee. It  
be beneficially interested in  
the estate of William K. K.  
of 64 St. George  
Conference North Shide.  
The names of the Trustees  
were given in the notice of  
October 1996 and whose  
was proved in the Wills  
of the estate of the said  
4th day of October 1996  
David Gerald Kesterson and  
Harry Kesterson and the  
names of the members of the  
Executive Committee. The  
names named in it, are required  
and proved in the notice of  
October 1996 and whose  
was proved in the Wills  
of the estate of the said  
before the 31st December 1996  
on which day the said  
proposed to distribute the assets  
of the deceased among the  
persons named in the notice  
and the names of the persons  
only to the names who  
they have had notice and  
not be liable for the same  
distributed or any part of the  
distributed to any person or  
some of whose names are  
named in the notice and not  
David K. Kesterson 1996  
Messrs Harrison (Solicitors)  
96  
END GROSS TAG



# Gilts rally as shares lose ground

TRADING PERIOD: Settlement takes place five business days after the day of trade. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

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## ALCOHOLIC BEVERAGES

High	Low	Company	Price	Change	%	PE
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8
55.6	47.1	Adnir (N)	55.6	-4.5	-8.1	12.8

## BANKS

High	Low	Company	Price	Change	%	PE
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0
37.6	37.6	ABN-AMRO	37.6	0.0	0.0	13.0

## BREWERIES, PUBS & REST

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## BUILDING & CONSTRUCT

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## ELECTRICITY

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## ELECTRONIC & ELECT

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## ENGINEERING

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## CHEMICALS

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## DISTRIBUTORS

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## DIVERSIFIED INDUSTRIALS

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## ENGINEERING, VEHICLES

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## FOOD MANUFACTURERS

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## HEALTHCARE

High	Low	Company	Price	Change	%	PE
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8
17.5	17.5	Adnir (N)	17.5	0.0	0.0	12.8

## HOUSEHOLD GOODS

153A	Pharm Long	2005	54	18	7.2	14
154	Pharm	1979	18	2	27.0	15
155	Pharm	1979	18	2	27.0	15
156	Pharm	1979	18	2	27.0	15
157	Pharm	1979	18	2	27.0	15
158	Pharm	1979	18	2	27.0	15
159	Pharm	1979	18	2	27.0	15
160	Pharm	1979	18	2	27.0	15
161	Pharm	1979	18	2	27.0	15
162	Pharm	1979	18	2	27.0	15
163	Pharm	1979	18	2	27.0	15
164	Pharm	1979	18	2	27.0	15
165	Pharm	1979	18	2	27.0	15
166	Pharm	1979	18	2	27.0	15
167	Pharm	1979	18	2	27.0	15
168	Pharm	1979	18	2	27.0	15
169	Pharm	1979	18	2	27.0	15
170	Pharm	1979	18	2	27.0	15
171	Pharm	1979	18	2	27.0	15
172	Pharm	1979	18	2	27.0	15
173	Pharm	1979	18	2	27.0	15
174	Pharm	1979	18	2	27.0	15
175	Pharm	1979	18	2	27.0	15
176	Pharm	1979	18	2	27.0	15
177	Pharm	1979	18	2	27.0	15
178	Pharm	1979	18	2	27.0	15
179	Pharm	1979	18	2	27.0	15
180	Pharm	1979	18	2	27.0	15
181	Pharm	1979	18	2	27.0	15
182	Pharm	1979	18	2	27.0	15
183	Pharm	1979	18	2	27.0	15
184	Pharm	1979	18	2	27.0	15
185	Pharm	1979	18	2	27.0	15
186	Pharm	1979	18	2	27.0	15
187	Pharm	1979	18	2	27.0	15
188	Pharm	1979	18	2	27.0	15
189	Pharm	1979	18	2	27.0	15
190	Pharm	1979	18	2	27.0	15
191	Pharm	1979	18	2	27.0	15
192	Pharm	1979	18	2	27.0	15
193	Pharm	1979	18	2	27.0	15
194	Pharm	1979	18	2	27.0	15
195	Pharm	1979	18	2	27.0	15
196	Pharm	1979	18	2	27.0	15
197	Pharm	1979	18	2	27.0	15
198	Pharm	1979	18	2	27.0	15
199	Pharm	1979	18	2	27.0	15
200	Pharm	1979	18	2	27.0	15



[illegible]



# From silk to silicon wealth

The information highway is bringing prosperity to an ancient trade route, says Ruth Taplin

The increasing flow of information globally, known as the information superhighway, could more appropriately be called the Silicon Road or Silk Road and is likely to generate even greater wealth across the world than the Silk Road which first channelled trade between the East and West.

That ancient trade route, which passed from China through Central Asia, India, Persia and the Arab dynasties and then on to Europe, was based upon the marketing of silk. It brought untold economic prosperity and the mixing of cultures, the rise of flourishing cities and information.

Today, the silicon chip has replaced silk and the global linkages are much greater because of modern communications. Instead of emissaries

travelling for years to communicate and trade with other corners of the world, information flows and trade are conducted rapidly through the computer/telephone.

The English language is a unifying factor and the UK can be seen as a gateway into Europe, just as Australia is a gateway into East Asia. The new Silk Road is based on the commodity of silicon, which is fashioned into the silicon chip, the programmed "brains" of almost all modern appliances.

R&D is usually carried out, separately from the production of chips in America's Silicon Valley in California, or in Britain, at science research parks in Cambridge and elsewhere.

The highly enlarged programs created are then processed on chips. These are sliced from silicon wafers of two to four inches in diameter



The electronic highway redefines an ancient trade route

into as many as 500 chips. Each chip is bonded with up to 50 minute strands of gold wire and then baked.

As in Ancient China, the tasks have been delegated according to gender and ethnicity. In Ancient China, it was the women who were responsible for reeling and spinning the silk into fine thread. Today, in the silicon chip process, it is again the women, from South-East and East Asia in particular, because of their tradition in spinning and sewing silk, who are responsible for the binding of gold wires which, like the silk of old, are worth their weight in gold in terms of facilitating economic

prosperity. And just as the Chinese explorer Zhang Qian used silk to open up communications between East and West through trade, the silicon chip has done the same on a higher plane of technological understanding.

UK telecommunications technology holds a very strong and highly regarded place in global telecommunications networks, underpinning the "brains" and switching technology of many nations all along the New Silk Road; but a number of problems are accompanying such rapid change. One is that the pace of changing new technology is outstripping the rate of cross-

cultural understanding. Management decision-making is not always as quick in East Asia as in America or the UK.

This year, BT and the UK's Federation of the Electronics Industry, created a satellite link between BT's London headquarters and Australia through which members of the Australian Telecommunications Users Group exchanged ideas and demonstrated models using a satellite technology. The costs of such communications are ever decreasing and this technology could soon be used effectively for management board meetings or fruitful exchange of ideas in R&D over very long distances.

## Information technology is an ever-changing industry

The worldwide market for telecommunications equipment and services has grown on average 3.6 per cent a year since 1989 to reach \$545.4 billion in 1995. By 2000 it will have reached more than \$650 billion and account for 2.3 per cent of the world's GDP according to The BT/MCI Global Communications Report which has just been published.

Furthermore, IT and telecommunications comprised a global industry worth more than \$1.5 trillion last year and it is expected to become the world's biggest industry. Indeed, it would be already if it were not for the fact that the rapid, continuous growth is constantly offset by falling prices.

Last year the world spent almost 60 billion minutes on the phone or sending faxes and data across public networks. This has risen from 15 billion minutes in 1985 and is expected to reach 95 billion in 2000. Although much is made of the cornucopia of new multimedia services that we in developed nations expect to enjoy over the next few years, basic telephony is recognised by the World Bank and the Organisation for Economic Co-operation and Development (OECD) as a prerequisite for economic development. Tele-density says much about the economic state of any nation.

According to the International Telecommunications Union (ITU), an agency of

## Taking it all in IT's stride

the United Nations, much of sub-Saharan Africa has only 0.29 lines per hundred people, while Bermuda has the highest tele-density with 70.64 lines per hundred inhabitants. The UK has about 50 lines per hundred people.

Despite the spectacular growth of electronic mail (e-mail), fax continues to boom. There are more than 50 million fax devices in use worldwide. At the same time, the use of e-mail is rising rapidly too; more than 39 million people now have an e-mail address. The growth has been driven by increased use of the Internet and the increasing popularity of home computing; last year in the US, UK and Germany, spending on personal computers was greater than that on televisions for the first time ever.

The Internet might have taken more than a decade to link up 1.3 million host computers, but it grew to 9.5 million between 1993 and January 1996. It is thought that the Internet has about

50 million users at the moment. Phone calls and video conferences are already possible across the Internet and the means of transferring electronic cash securely which should be available soon — should boost Internet retail sales massively.

Meanwhile, on the business front, the Internet has spawned a new technology called Intranets. These are private, corporate networks modelled on the Internet (which are also likely to allow controlled access to the Internet itself) that make access to information fast and easy for everyone and means that such information can be quickly updated. Intranets can also be used to link "communities of interest": typically a company, its customers and suppliers, to improve service.

For example, last year Hughes Aerospace and Electronics established an Intranet in the UK, at a cost of \$600,000, to link it to 22 customers for the exchange of e-mail and material generated in-house. It is also used as the distribution mechanism for external material, including the 7,000 publications to which the company subscribes, from *Jane's Defence Weekly* to *The Wall Street Journal*, and many online services. The corporation saved \$250,000 on subscriptions within the first year alone — and this is just a "by-product" benefit.

ANNIE TURNER

## Vital links in the world's high-tech chain

The Asia Pacific has become a key IT area, reports Ruth Taplin

In the Asia Pacific region, the new Silk Road is becoming an effective communications network. It is being rerouted away from the United States to make direct links between Europe, East Asia and Australia.

New sectors of Synchronous Digital Hierarchy, the enabling technology that increases traffic using optical fibre networks, have been laid by telecoms company GPT for 2,500 miles across the former Soviet Union into China. GPT is also supplying networks equipment to Uzbekistan, which will provide part of an important East-West short cut for traffic that previously had to be routed from Europe to the US, then across the Pacific to Asia. The new route follows the Silk Road of old.

A new Silk Road that connects Europe to another part of the Asia Pacific is routed to and through Australia, which has the highest

number of personal computer owners and users of any other country and is rapidly becoming an IT hub for the region. The Australian Government last year made a £293 million, seven-year partnership-for-development agreement with BT.

Singapore, which has built itself into an "intelligent island", has produced an extremely computer-literate population but is limited as a regional IT hub because of its size and secretive Chinese management decision-making practices.

Telstra, the largest integrated telecommunications carrier in the region, reaches more than 96 per cent of Australian homes. It has a global network in more than 230 countries and is involved in IT projects in the Asia Pacific with such countries as China, Vietnam and Indonesia.

Telstra has just established the longest and fastest link so far in the global Silk Road of 3,125 miles in the form of a connection between Perth and Brisbane. The result has been an information highway capable of carrying 30,000 simultaneous phone calls, 54 broadcast-quality TV channels, 240 Pay TV channels and more than 250,000 data channels.

China has always been seen as a lucrative market because of its many potential customers but it presents problems because of lack of spending power in rural areas, the vagueness of Chinese law and danger of political intervention.

In Japan, investment in telecommunications has been made a top priority in the economic reform package. Capital investment in the mobile communications sector ex-

ceeds that for the steel industry. For the eight companies belonging to Nippon Telephone and Telegraph (NTT) mobile communications network, capital investment is set to rise by 68 per cent.

Korea Telecom of South Korea has experienced phenomenal growth rates of 15 per cent a year since the 1980s and is investing \$53 million — 8 per cent of its revenue — in R&D with a vision of globalisation that will mean 10 per cent of its operations being overseas by the year 2005.

Taiwan, which dominates 80 per cent of the computer peripherals market, has until recently been one of East Asia's telecommunications blackspots. Unions have been opposing reforms in their sector and it was

only after Taiwanese companies threatened to follow foreign counterparts out of Taiwan that the Government moved rapidly this year officially to endorse a new Telecommunications Act.

The Philippine Telephone Corporation (Piltel) has said it will spend 6 billion pesos to finance the expansion in 1996 of its cellular mobile telephone systems.

Indonesia is becoming the second most active telecommunications market in South-East Asia after the Philippines. Ericsson, the Swedish telecoms company, won a \$56 million contract this September to wire up Jakarta, Indonesia's capital city.

The turnkey contract also includes SDH transport networks equipment, flexible-access multiplexers and related management systems. The project, funded by the World Bank, will give Jakarta one of the world's most advanced access networks.

**Telstra**

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**A: Telstra**

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## POTENTIALLY MERSEYSIDE IS THE CALL CENTRE OF EUROPE. OUR INVESTMENT IN THE PEOPLE IS A CLEAR VOTE OF CONFIDENCE

You're America's biggest TV shopping channel. And you want to expand in Europe.

So where in the entire continent do you see your call centre? Paris? Dublin? Amsterdam?

No, Knowledge. Right now, QVC's call centre operation is being built in Knowles, Merseyside. For sound reasons.

The region's telecommunications technology is already well known. Amongst the best and most extensive in the world, highly competitive with four telecom providers in the region.

"We like the warmth and openness of everyone, and the 'can-do' attitude."

Even less hush-hush of course, is Merseyside's talent for taking. A talent that's been brilliantly employed in the pools, restaurants and home shopping businesses for generations. On Merseyside, doing business on this channel is in the blood.

But QVC also chose Merseyside for less obvious advantages.

They found out about lower operational costs and wide site availability. About some of the most attractive financial incentives, recruitment and training packages in Europe. About the regular forum of existing Merseyside call centres who pool their knowledge and share that information with new investors.

But above all, they found out about the attitude of the people who work here.

"The combination of the Merseyside friendliness and an ideal working environment will create a brilliant team here."

Look at some of the other call centres who are already established on Merseyside: Barclays Direct Loan Services, NextNet and Swedish company Intranet. And in other sectors, Ford, General Motors, Kodak and Sony continue to succeed.

So could Merseyside really become the call centre capital of Europe?

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DAN MCDERMOTT OPERATIONS DIRECTOR, QVC THE SHOPPING CHANNEL

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A pool of talent



Annie Turner explains why BT must invest overseas

## Ringing changes

**B**T's investing overseas does not always make it popular with consumers at home, many of whom feel the money should be spent on infrastructure, services or price cuts in Britain, where the former monopoly generates most of its revenue.

Closer scrutiny reveals that in a competitive world, BT has no choice but to expand its overseas business and that the real question is, how good is its strategy?

Andrew Harrington, director and senior analyst with Solomon Brothers in London, says: "Over the past five years, the cost of calls has fallen across the board by 5 per cent a year, largely as a result of competition."

"This trend will accelerate as American giants AT&T and Sprint, among many others, spend billions of dollars building infrastructure to compete with BT on its own territory."

As a counter-attack, BT is investing massively abroad to build up an alternative revenue stream, but this is not likely to generate revenue for three years at least.

Mr Harrington says: "Over the next five years, the pace of

decline in tariffs will double to 10 per cent year on year. I don't expect to see any great earnings growth at BT until the early part of next century."

"It was inevitable and BT is doing what it can to mitigate circumstances — working to grow the traffic volume and retain market share at home."

"Operators elbow into each other's back yards to compete directly against the incumbent in their traditional market, which is what the cable companies, Mercury, Energis and so on, are doing."

But AT&T, Sprint et al are moving into the UK with such commitment not just to build an "in-country" presence but to gun for the millions of minutes of calls (voice, fax, and data) generated and received by the multinationals based here.

Mr Harrington says: "The top 5,000 multinationals will be after global network providers in the next few years and if you haven't got a global network in place you won't be able to compete."

"BT's overseas investments won't start to pay off for at least three years, but they must put the investment in now to ensure their revenue

stream later." BT views the world as three regions — Europe, Asia-Pacific region, and America — and has a different approach to each.

In the short-to-medium term, it views Europe as its "second home market", according to a spokesman, and is eager to build an in-country presence as well as skin off the international corporate cream.

Most European member countries have agreed to the full liberalisation of their telecommunications industries from January 1, 1998, mostly meaning that the national state-owned or controlled operators will relinquish their monopoly of basic telephone service.

BT has just announced that it will invest £1 billion in France with Compagnie Generale des Eaux (CGE), to challenge France Telecom. Robert Hall, principal consultant with London-based consultancy Ovum, says that "CGE are as good a bet as anyone else".

However, he is less upbeat about BT's chances in Germany, Europe's biggest telecommunications market. "BT has found itself in the



France Telecom faces competition from BT and CGE

second division with its partner, Viag." BT has small joint ventures in Spain and Italy, two of Europe's most closed telecommunications markets, and its joint venture in Sweden with Norway's national operator is doing well against the incumbent Telia.

In addition, it has just announced a joint venture with Netherlands Spoorwegen, the Dutch railway company. All the deals are different and the overall picture is complex

and fragmented, but BT's spokesman insists: "We are going for economies of scale in Europe and establishing commonality in all the networks."

"BT might not be a major shareholder in most of its European ventures, but it is the leading technology partner in all of them."

"It is very important that all the companies have a local feel to them, and that's why we are working with local partners everywhere."

## Speak after the tone

IT HAD to happen: your computer can now become a telephone. For the cost of a local call, it is possible to make worldwide voice connections via the Internet.

The secret lies in new software available from a number of American corporations and one based in Israel. Intel, the leading US producer of microchips, is already into the second generation of its Beta software which is being given away on its Web site at <http://www.intel.com>. Other developers include IDT Corp of Hackettstown, New Jersey, Quarterdeck Corp of Marina del Rey, California, and Vocaltec Ltd of Israel, while keen interest is being shown by Microsoft Corp, Netscape Communications, America Online and IBM.

Though the number of telephone calls traversing the Internet is minute — an estimated 20,000 users — the potential threat to established long-distance telephone providers is obvious. However, the industry giants — AT&T, MCI and Sprint — are quietly applauding the new technology, despite the potential price competition. They see it as a way to enhance their

Software can turn computers into telephones

prospects of becoming Internet service providers, with the chance of raising access prices if voice calling brings a significant increase in the volume of traffic.

That is what worries the 130 smaller long-distance phone companies in the US, who buy their access wholesale from the larger carriers and resell it to consumers. As part of the America's Carriers Telecommunications Association (ACTA), they are petitioning the Federal Communications Commission, demanding that the Internet phone business be under the same rules as long-distance providers.

This would mean Internet phone providers would pay local phone companies access fees to connect their long-distance calls, thus reducing their price advantage. Unless this is done, the ACTA members, who collect about 11 per cent of the industry's revenue, claim they will be forced out of business if the Internet

phone technology takes off. And Internet calling is not without drawbacks for its users as well.

For one thing, while one person talks, the other must wait to hear the message before responding. Delays in transmissions make conversations stilted, and both calling parties must be logged on to the Net and using the same software for the calls to go through. Bandwidth restrictions reduce sound clarity, and it is difficult to run graphics and talk on a sound device at the same time, though Intel claims it can be done. Then there is the problem of finding out whether the person you want to call is also an Internet phone user. Intel is offering free software to let PC users locate others through a directory service.

Many potential users may conclude it is simpler, and cheaper, to pick up a telephone and dial the international number. Still, with computers everything becomes more technically efficient and less costly at a dramatic pace. The day of the computer-turned-telephone has only just dawned.

WILLIAM NORRIS

## The French connection

The Riviera has switched from tourism to telecommunications

**A**lmost every country and community encourages foreign investment by telecommunications and information technology (IT) companies.

One location that has succeeded in attracting state-of-the-art firms is the French Riviera. The region began a remarkable transformation from tourism to high technology 30 years ago and is known as Telecom Valley.

This month, for example, Microsoft chose the Sophia Antipolis technology park between Nice and Cannes as the site of its European Customer Briefing Centre, and Bill Gates, chairman of Microsoft, will be speaking at a conference in Cannes in November.

The high-tech evolution on the Côte d'Azur was launched in the early 1960s when IBM established a research facility in La Gaude, and Texas Instruments (TI) opened its European headquarters in Villeneuve-Loubet. Today IBM has 1,200 employees — 80 per cent of whom are engineers and managers, specialising in development and applied research throughout the spectrum of networking and networking products.

Information technology firms are now found throughout the Côte d'Azur, where more than 9,000 employees work for 100 companies in the telecommunications, space, computing, electronics, multimedia and networking sectors. Forty per cent of the 16,000 people working in Sophia Antipolis are employed in these businesses, giving the Riviera a formidable IT presence.

The creation of Telecom

Valley in 1991 consolidated the thrust of telecommunications and IT companies and provides a network for communication, research and development between the founding companies and a local presence — such as AT&T, Digital Equipment Corp, IBM and TI.

Telecom Valley gets a boost from the established presence of the European Telecommunications Standards Institute (ETSI) and France Telecom. "As one of the world's largest standards bodies, we are a think-tank for new ideas in telecommunications," says Karl Heinz Rosenbrock, director of ETSI. "The main players in telecommunications were firmly established before we arrived but many others have chosen to relocate. They feel that being close to the action facilitates information flow."

The Côte d'Azur has also been chosen by France's Ministry of Industry to conduct 36 telecommunications and networking pilot projects under the auspices of the Mediterranean Institute of Telecommunications. About 1,000 engineers are involved in projects, ranging from the creation of a multimedia resource centre to telemedicine.

Telecom Valley is also home to a wide variety of high-tech start-up companies, educational institutes and research facilities. "We are a laboratory where businesses can test new technologies," says Claude Guegen, manager of the Eurecom Institute, which has a graduate curriculum in communications systems.

JOEL STRATTE-MCCLEURE



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**MUSIC 1**  
Riccardo Chailly, the conductor who revolutionised the Concertgebouw, brings his baton to the LSO



**MUSIC 2**  
John Adams conducts his own premiere, as part of the South Bank's American Independents

# THE TIMES ARTS



**MUSIC 3**  
A lifetime of achievement is celebrated in a 75th birthday tribute to Malcolm Arnold



**CABARET**  
The veteran Broadway hooper Donna McKechnie has a story to tell, and she's bringing it to London

## The millennial maestro

**Richard Morrison meets Riccardo Chailly as he prepares to conduct the LSO for the first time in 16 years**

Can this be the rabid revolutionary who has trampled down the vineyards where the grapes of musical tradition are stored? Riccardo Chailly hardly acts the part. The voice is friendly and eloquent in four languages; the persona courteous, insatiably curious about all things musical, and full of humour. If this is a hot-headed Italian maestro, the world needs more.

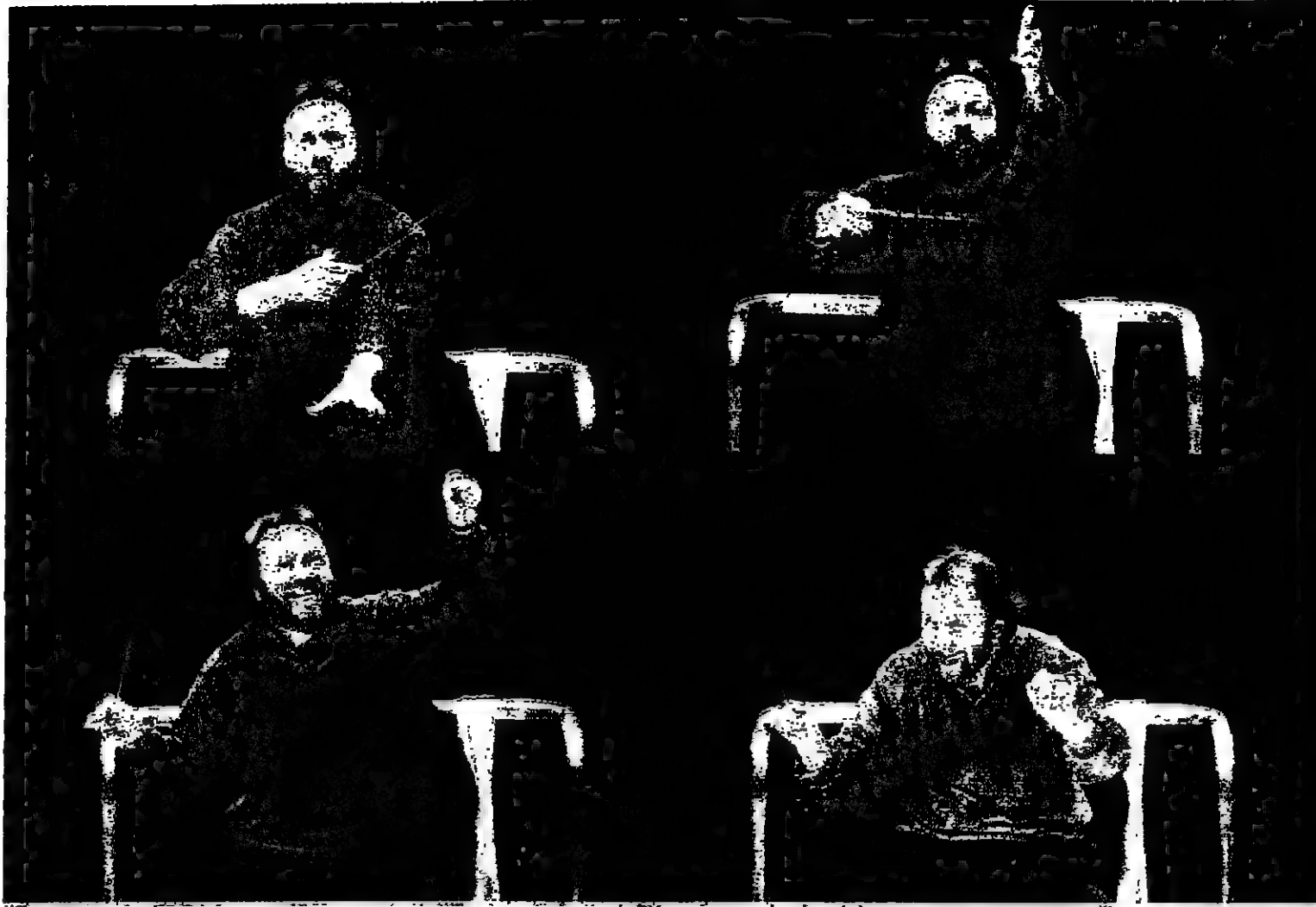
And yet what Chailly has done with one of Europe's greatest orchestras has been nothing short of a revolution. "Carbon-copying the past is the most meaningless, bourgeois, boring and mediocre way to approach a chief conductorship," he says.

His deeds underline his words. There have been detractors, fights, casualties — but also, after eight years, general agreement that Chailly was right. The proud and superlative Royal Concertgebouw Orchestra of Amsterdam has been dragged into the modern world. And, at 42, Chailly has won a reputation as one of the most tough-minded maestros in the business. "I am an animal of the 21st century," he says. He will certainly be one of the new century's biggest musical names.

Tonight he comes to London to take part in a symposium on a subject close to his heart: Mahler's Tenth Symphony. It is entirely typical that he should want to discuss this complex work in public before performing it with the London Symphony Orchestra next week. But if Britain's musical chiefs have any sense, they will also take the opportunity to quiz Chailly on events at the Concertgebouw, because the revitalisation of that organisation should serve as a model for every concert hall where audiences are greying and repertoire stagnant.

The son of a composer, Chailly came to Amsterdam as the first non-Dutch chief conductor in the Concertgebouw's 100-year history. That was striking enough. More significant still was the contrast with his great predecessor, Bernard Haitink. Under Haitink, the orchestra's performances of the late Romantic had become a wonder of the age, and its gorgeously silky sound was unrivalled even in Vienna and Berlin. But Chailly, elected by the players after a few successful guest appearances, believed he had a mandate to shake the old ship about.

"Of course I respected enormously



Tough guy: Riccardo Chailly, "a Robespierre of new music", has dragged the Royal Concertgebouw Orchestra into the modern repertoire

the 'golden repertoire' of the Concertgebouw: Mahler, Strauss and Bruckner, plus the three Russians who had close ties with the orchestra — Stravinsky, Rachmaninov and later Shostakovich. But when Mengelberg (legendary chief conductor of the Concertgebouw for 30 years to 1945) introduced these composers, they were modern. What drove me crazy was the realisation that some of the biggest musical names of the century didn't exist as far as Amsterdam was concerned. Never mind the composers of our own time."

So Chailly, in the teeth of fierce opposition from players, critics and the public, set out to turn the Concertgebouw into an expert contemporary-music orchestra. "This was received like a violation of certain prime rules. The turmoil was strong and outspoken. My first years in Amsterdam were mostly a struggle. The contemporary programmes were nearly deserted by the public. I had to campaign more than a politician — a Robespierre of new music — to persuade people not to consider the contemporary concerts as ghettos for specialists."

Chailly's technique is to draw audiences into "difficult" 20th-century scores by programming them with

older pieces that cast revealing light on them. That can be seen from his two LSO programmes next week: Mahler's Tenth is preceded by Britten's *Sinfonia da Requiem* ("almost a reincarnation of Mahler in its final part," Chailly believes); and then, the following evening, Act 1 of Wagner's *Die Walküre* is presented in an epic coupling with Schoenberg's *Verklärte Nacht*. "Forcing audiences to go blindfold down a corridor is the mistake that the avant-garde made in the 1960s. It was too abrupt, too scary. People must be guided to see the connections between past, present and future."

The battle in Amsterdam is won. The orchestra's playing is still superb; but its repertoire is now comprehensive. "The turning-point came in my seventh season, two years ago," Chailly says. "I felt settled in Amsterdam. That was also when I learnt to speak fluent Dutch, though this was a coincidence."

He had shaken up the repertoire in other ways, too. The Concertgebouw is playing Italian opera regularly for the first time. "Rossini was considered second-rate! Perhaps he was thought too jokey for the Calvinist mentality. But last Christmas we did Acts II and III of *William Tell* — 85

minutes of giant music — and they played superbly." Chailly also introduced Weill, Gershwin and the jazz music of Shostakovich. "The orchestra has learnt to swing," he says. And he plans to make the music of Pierre Boulez the centre of Amsterdam's 2000-01 season. "We should begin the new millennium with the example of a man who has always looked forward."

But perhaps Chailly's biggest challenge was to stamp his own interpretation on the music that the Concertgebouw has played supremely well for the best part of a century — Mahler, Bruckner, Strauss. "The orchestra has finally shed its attitude of 'We always did Mahler this way; therefore this is the only way to do it'. In this respect the huge Mahler Festival in Amsterdam last year was a big step forward. There, very different interpretations — by Haitink, Rattle, Abbado and Muti — were not only accepted but warmly welcomed."

Like his near contemporary, Sir Simon Rattle, Chailly has admirable loyalty: for years he did not guest-conduct, preferring to concentrate on Amsterdam and Bologna, where he

was music director of the Teatro Comunale. Relinquishing the latter post has allowed him to spread his wings. Chicago and Philadelphia have snapped him up; he will also appear regularly at La Scala.

More significantly for us, he makes his Royal Opera debut next season — though when we spoke last month he had no idea where the performances would take place. The Covent Garden people have promised to show me a theatre when I come to London," he says tactfully, but with a bemused smile that speaks volumes.

Meanwhile, the LSO beckons. "This is the orchestra with which I made my Edinburgh Festival and British debuts on the same evening in 1980," he recalls. "I was seen as this wild, young Italian guy. Abbado had already rehearsed the players for six hours that day. I was given the last three hours. I went badly, and I stormed out. The LSO chairman, Anthony Camden, was kind enough to come to my dressing-room and gently persuade me to return." Thus are lasting relationships forged in the music business.

● The Mahler Tenth Symphony Symposium is in the Barbican Hall (0171-638 8991) tonight at 7.30pm. Chailly's Barbican concerts are on Oct 30 and 31

## Out of the chorus line

**Ros Drinkwater talks to a star about stepping out on Broadway**

Donna McKechnie is in London to perform *Inside the Music*, her autobiographical one-woman show, and to play Cassie, the role she created, in a Radio 2 concert recording of *A Chorus Line*. Two awards flank her career: Tony for *A Chorus Line* (1975) and the Fred Astaire Award for the Best Female Dancer, for her Broadway performance in *State Fair* (1996). She is one of the elite whose name on a Broadway theatre guarantees box office.

Her persona is delightfully dotty: over lunch she confesses how she arrived at the airport with an out-of-date passport, tells of her pleasure when the airline upgraded her, and her disappointment when she boarded the plane. "It seemed so very small. It took a while for the penny to drop — I'd been upgraded to Concord."

Her background is blue-collar Michigan, which she describes as "like the black and white scenes in *The Wizard of Oz*". In church she was taught that dancing was sinful so she escaped to the movies and when she was 15 she ran off to New York to realise her dream. In the mid-1960s she met Michael Bennett, whose innovative choreography was to take Broadway by storm and McKechnie proved to be its ideal interpreter with show-stopping performances in *Promises, Promises* and *Company*.

"It was around 1973 that Michael asked a bunch of us to come for a late-night class. He wanted to make a show about dancers. He had a very clear image that was also an expression of the loss of innocence he was feeling. His happiest times had been when he was in the chorus, but by 1973 he was weighed down by the responsibility of success. So, that night we sat down with a big, old, reel-to-reel tape recorder, a jug of wine, and Michael asked us to talk about why we were dancers. That's how *A Chorus Line* began."

When the show opened in 1975 it was hailed as a master-

piece, becoming one of the longest-running shows of all time. Bennett and McKechnie wed, but a year later the marriage was over. McKechnie was out of the show and — the whisper was — Bennett had blacklisted her. She still finds it painful to talk of the experience. "If you're a dancer you have a number, not a name. You have to go to the barre whether you feel like it or not, and you suppress emotions that get in the way."



Donna McKechnie: elite

But those emotions have to go somewhere; in my case they kind of backed up."

She found herself so crippled with arthritis that doctors said she would never walk again, let alone dance. Slowly she set about rebuilding her life and her career. By the time Bennett died of an AIDS-related illness in 1987 they were friends again.

She sees energy as the key to the survival of musical theatre. "You can't just sing or dance without it and, when the music supports the lyric, it offers that heightened reality you can't get in a play; it goes beyond language to something everyone understands. Its appeal is emotional; intellect has nothing to do with it."

● Inside the Music opens tomorrow at the Jermyn Street Theatre (0171-287 2873). *A Chorus Line* is on Radio 2 on Nov 30

CONCERTS: Birthday celebrations for a great Briton; plus some quirky American declarations of independence

## Polishing off a lifetime's work

A PROGRAMME of his own music two nights before his seventy-fifth birthday on Monday was a special tribute to Sir Malcolm Arnold, ranging across a wide spectrum of

his musical personality, from the most serious to the wackiest of humour. This last provided the exuberant finale in the form of the *Grand Grand Overture*, composed for the first of the splendidly eccentric Hoffnung Music Festivals 40 years ago.

This time it involved Lord Menzies conducting the London Festival Orchestra, supplemented by a concertante element of three Hoovers equipped with Union Jack dustbags and specially adapted to be noisier in an orchestral context, plus one electric floor-polisher. Eager "solo-

**Malcolm Arnold Birthday Concert**  
Festival Hall

ists" for these were the immortal humorists' widow, Annetta Hoffnung, Hayley Mills and Pauline Del Mar, with Stephen Bull polishing no less vigorously.

Hardly the most mellifluous of concertos, but it was dotty and amusing in its effect and as divertingly entertaining as the *Toy Symphony* given earlier, with 12 girls from a London

school's music class playing the toy instruments along with an adult string quartet and pianist from the orchestra. Written for, and donated to, the Musicians Benevolent Fund, this engaging little work is thoroughly professional in its writing.

More serious intentions went to the making of a Double Concerto (two violins and strings), premiered by Menzies and Alberto Lysy at the 1962 Bath Festival and here played by Lysy, with one of his pupils, Sophia Reuter, and Menzies conducting. Fluent solo work, but a somewhat stodgy orchestra, which acquitted itself more respectably under its founder-conductor, Ross Pople, in Arnold's most recent symphony, No 9, completed a decade ago.

Disgracefully rejected at the time by the BBC, it is only now emerging as a masterly personal testament, written after the composer suffered "five years of hell" in personal troubles, but avoiding traces of self-pity in a more general mood of melancholy and disillusion. Shostakovich comes to mind more than once, but the work is the fruit of a truly individual imagination.

NOEL GOODWIN

## An alphabet of mavericks

FROM Adams to Zappa. Saturday's three concerts by the London Sinfonietta as part of the South Bank's American Independents celebration made up an A to Z of maverick American composers. With typical enterprise the London Sinfonietta focused on some of the quirkier figures, and in the process gave first British or



John Adams: "maximalist"

**LS/Adams**  
Queen Elizabeth Hall

London performances of no fewer than six works plus a world premiere.

The premiere was of John Adams's *Gnarly Buttons*, a likeable clarinet concerto commissioned by the London Sinfonietta for Michael Collins. It is scored for small orchestra, including a banjo that lends an unmistakable American flavour. The first movement opens with a lonely movement solo ranging over wide intervals, but obsessive rhythms soon inject familiar Adams energy into the work.

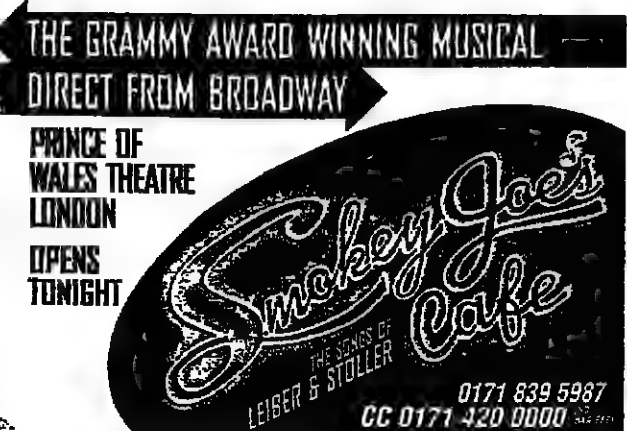
Perhaps Adams, who conducted at two concerts, is becoming a mainstream composer: he has certainly outgrown his minimalist label. "Maximalist" might better describe his "docu-opera" set during the Los Angeles earthquake. *I was looking at the ceiling and then I saw the sky*, which appropriates elements of jazz, gospel, rock and Broadway-style balladry, and from which we heard a suite. A very different Adams was revealed in his *Road Movies*, a hypnotic work for violin and

piano, played with big, bold tone by Clio Gould and John Constable.

The programmes were filled with a stimulating mix. Highlights were Copland's vibrant *Two Pieces for Violin and Piano*, George Crumb's delicately ethereal *Four Nocturnes* (played by Gould and Constable) and Lou Harrison's *Concerto in Slendro*.

More problematic were some of the pieces that tried to fuse "pop" and "classical" music. Frank Zappa ought to have been interesting in the work he wrote for Boulez in 1984, but *The Perfect Stranger* is a dense score that loses its way. His earlier *Dupree's Paradise* is a crisper work with echoes of Bernstein. Michael Gordon's *Yo Shakespeare* offers a jumpy blend of styles but he is plainly an American Independent.

JOHN ALLISON



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## ■ OPERA

**Glyndebourne  
pulls no punches  
as it tours  
Peter Sellars's  
staging of  
Handel's *Theodora***

## ■ RISING STAR

**■ TOMORROW**

**Trevor Nunn's star-studded *Twelfth Night* comes to the big screen: read Geoff Brown's verdict**



# Game for a good time

**Mrs Warren's  
Profession  
Lyric,  
Hammersmith**

stage-hands waiting there. The performances are naturalistic but the openness of the staging counterpoints that illusion, and while I wouldn't say that we consider the issues of exploitation or male hygiene attentively, the context is acting and surprisingly astringent.

hands as they accompany the recollection of her youth. Watch her changing posture too, and that of Catherine Cusack, playing Vivie, who has a galumphing sort of walk as though she resents any movement that takes her away from an office desk, where she sits with confidence and frightening poise.

The play is social drama, melodrama and frequently a comedy, and there is not a poor performance on show. Ian Gelder's cruel baronet, Neil Stacy's disciple of beauty, John Quentin's dyspeptic vicar, and Gregor Truter as the charming wastrel, all bring persuasive details of behaviour to their roles.

Bartlett makes young Frank steal a handful of cigarettes from Vivie's desk, and the play contains many such innovations. On the other hand, I do feel Mrs Warren should wear a hat in the street.

therefore consider the issues of women's exploitation or male hypocrisy more attentively, the contrast between acting and surrounding is refreshingly astringent.

The Mrs Warren that Maggie Streed gives us speaks in an accent and a vocal rhythm that have not left the slums as far behind as she likes to think. But when she glances distastefully at the west Surrey landscape to murmur "I'd rather be in Vienna" in a darker, smokier voice, or allows it to wobble, as she often does, you know why she was such a success on the stage.

Watch the movement of her

# Nothing to apologise for

WITH complete and admirable lack of compromise, Glyndebourne Touring Opera is taking the Peter Sellars production of Handel's oratorio out on the road, without cuts, without adjustments to a production that Sellars himself has returned to revive, and without apology — this is serious stuff, an austere devotional drama, four hours of it, and what is good enough for the summer festival, GTO seems to be saying, is good enough for a regional tour.

**The awful truth is — whisper it not in the streets of Antioch — that purely musically**

Saturday's performance was rather more satisfying than the one that launched the festival in May. The conductor Harry Bicket goes for more flowing tempos than William Christie, and achieves greater forward impulse without any loss of dramatic weight. The playing of the GTO orchestra, on modern instruments but in period style, is quite exceptional, and the magnificent chorus, a third of them new since the summer, is beyond praise.

It would be idle to pretend that the singing of the principals matches the level of the festival cast, but it would be equally idle not to salute the way artists whose work we already know rise to the challenge of Handel's writing and surpass their familiar

best. Susan Bickley (Irene) may not command traditional contralto tones, but her mezzo has a lovely velvety quality and she brought a radiant serenity all her own to a performance of great spiritual beauty.

The brothers Nigel and Christopher Robson have more demonstrative stage personae than their summer counterparts, and Sellars has allowed them marginally to change the feel of the produc-

**loria  
bourne**

mus is more fleshly in his feelings for the protagonist. Anne Dawson's Theodora, with a mop of blonde hair, is similarly less otherworldly, both vocally and dramatically; sadly, her diction is muddy, which allows the collective concentration to falter.

As for the production, well, it is easy to pick holes in it, to object to certain effects, but, at least Sellars doesn't hide behind a moribund oratorio tradition and pays Handel the compliment of treating this astonishing work as living drama. After the music had faded into nothingness on Saturday, there were ten seconds of stunned silence before anyone dared applaud. One of GTO's finest hours, I think.

**RODNEY MILNES**

## GREAT BRITISH HOPES

## Rising stars in the arts firmament

### DANIEL BROWN

**ARE 22**

**Profession:** Producer and actor.

**Pioneering partnership:** Brown is duo half of the new producing duo who have excited interest by staging new gay musicals at the Bridewell Theatre. His co-producer is James Clutton, himself only 30, the first artistic director of Oscar's cabaret in Leicester Square who now runs two more late-night venues. It was at Oscar's that Brown met Clutton. "I had just left drama school and had started acting with the RSC," wondering what I was going to stretch ahead." They were s

**Into business:** Brown and Clutton kicked off co-producing Brecht's *Happy End*. Last month they not only premiered *Romance Romance* at the Bridewell, they simultaneously branched into theatre, opening Christopher Hampton's *When Did You Last See My Mother?* at the BAC.

**Additionally:** On stage, Brown has charmed the critics singing dapperly in *Damn Yankees*. He is also filming a new series of ITV's *The Knock*, where he plays a boisterous Glaswegian officer, and writing a play, which Clutton wants to co-produce. There are rumours of *Romance* transferring to the West End. "Ultimately, of course, I'd like to be a megalomaniac," Brown declares, "writing, directing, acting, everything."

**How do they work as producers?** "Firstly, we get down to French's Bookshop and search for pieces that haven't been seen. After that you are on the phone 24 hours a day." Clunon and Brown, besides raising money, devotedly muck in. They painted *Romance Romance's* sets through the night. "I can't think of any better antidote than *The Knave*," Brown says with a grin, "running round fields pretending to shoot criminals with nothing more important to worry about than whether my cagoule fits."

**KATE BASSETT**

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**WEDNESDAYS**



## FILM

The women pioneers of film-making finally get their due in cinema's centenary bash

## CHOICE 3

Timothy West stars with his real-life son as Falstaff and Hal in *Henry IV*

VENUE: Tonight at the Lyceum in Crewe

## THE TIMES ARTS

## CHOICE 2

Plenty of hit songs on offer as *Smokey Joe's Cafe* hits the West End

VENUE: Opens tonight at the Prince of Wales

## CHOICE 1

Ballet lovers: Irek Mukhamedov is Romeo to Miyako Yoshida's Juliet

VENUE: Tonight at the Royal Opera House

## Putting the Ma in cinema

In the infancy of the film industry, it was women who rocked the cradle, Stephanie Billen discovers

We seem to have been celebrating the centenary of cinema for a very long time, but if features about the Lumiere Brothers and celebrities' all-time favourite films are beginning to pall, then the festival regularly promotes work by women film-makers, but this year it marks cinema's 100th anniversary with a look back to the forgotten women of silent cinema. Men may have taken all the credits, but women were not only present at the birth of the movies but had a hugely important role both as directors and stars.

Before 1920 there were more women in the film industry than in any later period.



Cinematic pioneer: Alice Guy-Blaché was using close-ups years before D. W. Griffith

despite the fact that it caused great controversy. When the money-making potential of film was realised, there was a drive to make it respectable, and the way to do that was to encourage women and children to go to the cinema. These days the desired audience is probably young men. Ironically, as the middle-class housewife was successfully courted, the standardisation of film production in the 1920s and the resulting unions and hierarchies led to the decline of opportunities for women behind the camera, although they remained important as stars and writers.

Those female directors who did manage to break through the ranks when the talkies came along — Lontine Sagar,

Muriel Box, Marguerite Duras, Agnès Varda — often made some extraordinary films. Their contribution is celebrated at the National Film Theatre in a season called *A Century of Women's Film-making: Europe 1930s-70s*, which runs from November 25 to December 29.

The fact that female pioneers have been largely forgotten has had an unfortunate knock-on effect, Anderson says. "Women making films now can feel unusual, as if there has been no precedent. That's clearly not the case."

● *Cinemaworld Festival at Cinema City, Norwich (01603 632300). Louise Anderson's seminar will be from 2 to 4pm on Friday. The Last Garden will be screened at 4.30pm on the same day.*

## LONDON

AS YOU LIKE IT: Seven Point's superbly cast production from this year's Stratford comes to London where it will run until March.

Bethlehem, Barbican Centre, EC2 (0171-638 8831). Opens tonight, 7pm. Tomorrow-Sat, 7.15pm, mats tomorrow and Sat, 3pm. In rep.

HAMLET: Michael Maltby plays the Prince in a production by Philip Franklin, a director who has done great things here (Greenwich Theatre, Croomie Hill, 0181-858 1750). Opens tonight, 7pm. Then Mon-Sat, 7.45pm, mat Sat, 2.30pm. Until Nov 30.

ROMEO AND JULIET: The Royal Ballet season continues with Kenneth MacMillan's first full-length ballet, a haunting and moving version of Shakespeare's romantic tragedy, set to music by Prokofiev. Miyako Yoshida and Irek Mukhamedov star in the parts of the ill-fated lovers. Royal Opera House, Covent Garden, WC2 (0171-304 4000). 7.30pm. C.

SMOKEY JOE'S CAFE: Sublime! The Broadway compilation show celebrating a successful songwriting team, responsible for *Hound Dog*, *Johnny Rock*, *Spanish Harlem* and a lot more. Prince of Wales, Coventry St, W1 (0171-638 5887). Opens tonight, 7pm. Mon-Sat, 8pm; mats Thurs, Sat, 3pm.

ART: Alban Finney, Tom Courtenay and Ken Stott in Christopher Hampton's translation of the Pines success by Marina Roca. Three great friends find themselves at odds when one buys a piece of modern art. Wyndham's, Charing Cross Rd, WC2 (0171-369 1736). Tue-Sat, 8pm; mats Wed, 3pm, Sat and Sun, 3pm.

BY JEEVES: Delightful musical created by Alan Ayckbourn and Andrew Lloyd Webber, based on the *Wodehouse* stories first attempted 20 years ago. Now entirely revised. Lyric, Shaftesbury Avenue, W1 (0171-494 5045). Mon-Sat, 7.45pm, mats Wed and Sat, 3pm.

POOL FOR LOVE: In Brown director Barry Lynch and his cast of *Ambassadors* in Sam Shepard's play, a drama of love on the edge of the Mojave desert. Donmar Warehouse, Earlham Street, WC2 (0171-369 1732). Mon-Sat, 8pm; mats Thurs and Sat, 4pm. Until Nov 30.

IN THE COMPANY OF MEN: Edward Bond's drama about a man who, with John Johnson and John Light playing a father and son pair of corporate leaders in the City, explores the same events. PH, Barbican Centre, St. Paul's, EC2 (0171-638 8811). Tonight-Sat, 7pm; mats tomorrow and Sat, 1.30pm. In rep.

THE MOUNTAIN: Second chance to see the multi-award-winning *Jack Butterworth's* hair-raising play, set in a San Francisco hotel in which a man is being held in a room.

NEW RELEASES: ● *BOSTON GOOD LIES* (18): School leaver who goes to live in a New England town, only to find himself in a world of lies. With John Simm and Emma McLaughlin. ABC, Tottenham Court Road (0171-638 5140). Rites (0171-737 2121). Virgin, Tottenham Court Road (0171-434 0031).

● *BREAKING THE WAVES* (18): Lars von Trier's extraordinary melodrama about a young woman who falls in love with a man who is a victim of a war. With Stellan Skarsgård. Barbedale (0171-638 8811).

● *CLAYMEN* (18): A play about a man who is a victim of a war. With Stellan Skarsgård. Barbedale (0171-638 8811).

● *DRAGONHEART* (PG): Patchwork medieval fantasy about a knight and a dragon with Sean Connery's voice. With Dennis Quaid. Director: Rob Marshall. (0171-638 8811).

● *THE GODFATHER PART II* (R): A sequel to the first film, set in the world of the mafia. With Al Pacino. Director: Francis Ford Coppola. (0171-638 8811).

● *THE GODFATHER PART III* (R): A sequel to the first two films, set in the world of the mafia. With Al Pacino. Director: Francis Ford Coppola. (0171-638 8811).

● *THE GODFATHER PART IV* (R): A sequel to the first three films, set in the world of the mafia. With Al Pacino. Director: Francis Ford Coppola. (0171-638 8811).

● *THE GODFATHER PART V* (R): A sequel to the first four films, set in the world of the mafia. With Al Pacino. Director: Francis Ford Coppola. (0171-638 8811).

## LONDON GALLERIES

Barbedale (0171-638 8811). Opens tonight, 7pm. Mon-Sat, 8pm; mats Thurs, Sat, 3pm.

NEWCASTLE: Alan Lyddard directs a co-production by Northern Stages with Derby Playhouse of *Lord's Blood*. Weddings. Translated by Brandon Kennelly and staged with flamenco rhythms. Celtic beats, singing and dancing. Sounds, Newcastle. Playhouse, Haymarket (011-230 5151). Opens tonight, 7.30pm. Then Mon-Sat, 7.30pm; mats Wed (30) and Fri (Nov 1), 1.30pm.

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Kaleidoscope

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## CREME DE LA CREME

HR MANAGER  
£35,000

A new role created as a result of business success and expansion. You will be given full rein to use your extensive human resources experience and expertise in establishing new procedures and initiatives. 5 years experience minimum. Please telephone 0171 495 2321.

Elizabeth Hunt  
RECRUITMENT CONSULTANTS

FASHION  
£25,000

A super boss, challenge and responsibility await you working with the managing director of this prestigious new venture. Your organisational flair will be used to the full in this fantastic opportunity for a career PA. 60wpm typing. Please telephone 0171 495 2321.

Elizabeth Hunt  
RECRUITMENT CONSULTANTS

SOHO  
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A 1:1 role based in this colourful, creative area. Working in partnership with your boss your input will be crucial to the continued success of this well established consultancy. 100wpm shorthand and 60wpm typing. Please telephone 0171 495 2321.

Elizabeth Hunt  
RECRUITMENT CONSULTANTS

INVESTMENT DIRECTORS  
£20,000 + BENEFITS

If client liaison is your forte, this Investment Bank needs you! Working for three Executive Directors you will be totally involved in their work. Rusty shorthand is essential as is a mature outlook on life! WPM, Powerpoint, Excel. Skills 80/50. Please telephone 0171 628 9529.

Elizabeth Hunt  
RECRUITMENT CONSULTANTS

COMMUNICATIONS  
£20,000 + PACKAGE

A true PA position working on a one to one basis at board level. Involvement with projects, client contact and information gathering from international network offices. Shorthand 90wpm. Powerpoint. Please telephone 0171 628 9529.

Elizabeth Hunt  
RECRUITMENT CONSULTANTS

West End Temps  
Secretaries  
up to £10 per hour

We're certainly having an Indian Summer. It's hotter than July at Crone Corkill with lots of bookings coming in every day. You could be enjoying the warmth that comes from being a valued member of Crone Corkill's busy temp team as well as earning Air Miles for a break in the real sun. If you have good secretarial skills and experience you could be earning top rates working with our highly reputable client base - including many blue chip companies. Telephone the Temporary division now on 0171 434 4512. You could be working for Crone Corkill tomorrow.

Crone Corkill  
Temporary Recruitment

## City... City... City... City... City... City...

People  
Business  
£20,000 + Bens

This is a great opportunity to join an expanding firm of headhunters in a secretarial support role. Starting with typing CVs and progress reports; as you learn, your role will become more involved including liaising with clients, meeting candidates and arranging interviews. Skills: 60wpm/Windows. Age: 24-40. Please call Claire.

Available  
Immediately?  
£23,500 & Bonus

Temp to perm is a great way to make sure that the job is perfect for you! Liasing at board level you will co-ordinate meetings and diaries and provide full secretarial support to a team in this City finance firm. A-Level education and 60wpm typing are essential. Age: 25-39. Please call Vanessa.

Corporate  
Communications  
£17,000 + Bens

Join this prestigious City Bank supporting a team of manic executives. As a front-line secretary based near the trading floor you will be totally relied upon. Use your excellent interpersonal skills to liaise extensively with shareholders and your fast typing to produce first class presentations. 50wpm/Excel. Please call Kim.

Telephone: 0171-390 7000 Fax: 0171-390 2997

Crone Corkill  
Recruitment Consultants

## West End... West End... West End...

Executive PA  
Mayfair  
to £25,000

A chance in a million has arisen for an experienced, proactive PA to prove their abilities alongside key players of this international company. Your aptitude for multi-tasking will be utilised in providing secretarial support whilst liaising with city experts and organising events. Windows, Powerpoint, typing 60wpm essential, shorthand useful. Please call Sue.

Mac Whiz  
West End  
to £18,500 + Bens

Embark on an exciting journey by joining one of the world's leading international management consulting firms. You will become part of a fast moving business environment where standards are high and individuality is valued. If you are a talented secretary with sound AppleMac skills and are looking for a truly involving career, please call Lucy.

Opportunity  
Knocks  
£20,000 pa

This may be your opportunity to progress from a high profile PA role to dealing with your own client patch. Prove yourself using your excellent secretarial skills, initiative and sheer determination to rise through the ranks and in time possibly become a Director. Full driving licence and shorthand essential. Please call Alison.

Telephone: 0171-434 4512 Fax: 0171-437 9239

Crone Corkill  
Recruitment Consultants

SHORTHAND P.A.  
£24,750

An experienced S/H P.A. is required by one of London's top firms to work for their Managing Partner. All work is of a highly sensitive & confidential nature relating to the running of this firm. This is a superb opportunity to reach the top of your career within this global firm.

V.I.P. DIVORCE WORK  
£21,000

An experienced Matrimonial secretary is now being sought by a well known Holborn Law firm to assist a busy Partner. Working purely on high profile cases, where discretion and diplomacy is vital. You'll enjoy a highly involved role within this growing department.

TEAM LEGAL  
£20,000 + PERKS

This top 3 city law firm is now ready to recruit a number of experienced legal secretaries (any type of law) to join their Corporate department. In return for a glittering career path they're looking for good Windows experience and a committed team spirit. Age 20-28.

BREAK INTO MEDIA  
£21,500

A fabulous opportunity for a legal secretary to move into the world of big showbiz deals is now available within a top City firm. As secretary to a newly joined lawyer, you'll be introduced to all aspects of Film, TV and Publishing law. Age 19-30. Legal experience needed.

CAPITAL LAW APPOINTMENTS; 0171 623 9000. Ex. 0171 220 7447.

## Multilingual Crème

Euro  
London  
Appointments

An unusual, varied and challenging role exists as right hand to the Senior Partner of this Blue Chip International Financial Management Consultancy. Renowned for its excellence as an employer and with unrivalled leisure facilities, a real opportunity awaits a high calibre PA. Business German or Spanish an advantage. Age 25-38.

Tel: 0171 583 0180 Fax: 0171 353 9849

1 HARE PLACE, 47 FLEET STREET, LONDON EC4Y 1BJ

PA CITY £22,000  
+ Excellent benefitsBILINGUAL  
AUDIO  
SECRETARY

SALARY CIRC £15,000  
Combined solicitors practice and international law-adjacent require perfectly bi-lingual (French and English) secretary. Salary dependent on experience.  
CV to: A Cooper, PA Ltd, 1 Cambridge Court, 210 Shepherdess Bush Road, W8 7NL. (Tel 0171-603 5063)  
NO AGENCIES.

## MISON RECRUITMENT

FAX: 0171-583 1784 0171-583 5441 FAX: 0171-583 3133

## PA SECRETARY 1-1

To £20,000 + Superb Benefits  
This leading City institution is seeking a senior level PA to provide full support to the Director of a high profile, client driven area. This is a fantastic opportunity for a born organizer seeking a new challenge, to become fully involved in the running of the business, prioritizing a busy workload, juggling constantly changing priorities and ensuring the smooth running of your boss's day. In order to secure and progress within this interesting role, you should be confident, have excellent levels of accuracy and ideally be educated to 'A' level.

## TWO PERSONNEL SECRETARIES

£17,000 + bonus M.Sub + Bonus + Bens  
Major Merchant Bank are seeking two dedicated secretaries to support a team of Human Resources Professionals. You'll ideally be educated to 'A' level with WPM and Excel skills. A personable, organized and flexible individual with a strong team spirit and a keen eye for detail. A dynamic, motivated and energetic individual who enjoys providing total support. Personal experience essential.

## A CHALLENGING ROLE

£20,000 + Superb Benefits  
Supporting the PA of an extremely busy and dynamic Global Director based within one of the world's leading Investment Banks. This demanding role requires a highly motivated individual with excellent organizational, a well organized, decisive and supportive nature together with the ability to respond quickly in ever changing priorities. A real challenge. VERY URGENT!

## AUDIO SECRETARY

£16k Base + 23 days holiday + M.Sub + P.P. + Pension  
If you enjoy audio, have good WPM, are client orientated and have a keen eye for detail, this role offers a great opportunity to work in a dynamic and exciting environment. URGENT!

## SENIOR AUDIO/PA SECRETARY

£18K + M.Sub + Bonus + Paid O/T  
This role calls for a truly professional Secretary who can provide total support to three Heads of Department. You'll be responsible for the day to day running of the office, ensuring that all your boss's needs are met, while you'll also be responsible for the day to day running of the office, ensuring that all your boss's needs are met.

## PA SEC £24,000 Base

Plus Fantastic Benefits  
Our client, a leader in their field, requires a true PA to support their Finance Director. This 1-1 role requires excellent technical skills including shorthand with a good knowledge of Excel and WPM. Arranging the annual Board meeting, travel arrangements and other level 1 duties.

## THREE TEAM SECRETARIES

£19,000 + M.Sub + Bonus  
+ P.P. + In-house Gym and Pool  
A mature attitude and real confidence in reported as you liaise with clients, arrange travel, manage the diary and act as the focal point for the team. Good skills. WPM, Excel and Powerpoint. Skills. If you are looking for the move up the ladder, working for one of the largest, expanding global banks, call today.

## A CHANGE FOR THE BETTER

£15-£20,000 Base + Benefits  
We have never been better. If you are seeking a change for the better, telephone today. We will be very happy to discuss your future. We have a great opportunity for a truly professional Secretary who can provide total support to three Heads of Department. You'll be responsible for the day to day running of the office, ensuring that all your boss's needs are met, while you'll also be responsible for the day to day running of the office, ensuring that all your boss's needs are met.

## SHORTHAND SECRETARY

£18,000 + Bonus + Free Lunch + Very Generous Holiday Allowance  
Did you enjoy leaving shorthand? Are you now in a position where it never used? We may not realize that shorthand is still used in the City. This leading PLC constantly utilizes shorthand and you will also offer your skills, a rewarding role, a challenging day, a real challenge. Call today for an immediate appointment.

## TEMP AND CONTRACT OPPORTUNITIES

## P.A. with GERMAN

START 28th October  
Our Major City client has a fantastic position for a top class P.A. with good German. As P.A. to the Managing Director, you will be responsible for the day to day running of the office, ensuring that all your boss's needs are met, while you'll also be responsible for the day to day running of the office, ensuring that all your boss's needs are met.

## TEMPORARY SECRETARIES

City, SW1 & West End  
To £10,000 per hour  
We have never been better and urgently need good temp secretaries with excellent skills and experience. With our extensive client base, including many Blue Chip companies, we can offer you some of the best temp work in the City. Please telephone today and work for us tomorrow.

## IMMEDIATE START

Presentation Sec - £10,000 per hour  
We have urgent vacancies, both short and long term for Presentation Secretaries within a leading Merchant Bank. If you are available for immediate start, please call today for an interview. Powerpoint, Apple Mac or IBM and 60 wpm typing, then call us today for your next best!

## TRADING

£19,000  
Contributing to the success of this new venture within an established European organisation. Your input will be actively encouraged by your appreciative boss. 60wpm typing. Please telephone 0171 495 2321 Elizabeth Hunt Recruitment

## PERSONNEL X 4

(BC4 + SEI)  
BLUE CHIP CHARTERED ACCOUNTS REQ: OFFICER, PA, ADMINISTRATOR & SEC £15,500 - £20,000. (Subject to Exp) + Exc. Bens. If you have Exp with any of the above positions then call: SELECT APPOINTMENTS 0171 405 5467

## MULTI-LINGUAL OPPORTUNITIES

BILINGUAL SECRETARY/ADMIN ASSISTANT  
We require a fluent French speaker with excellent organizational skills to provide administrative support to a busy Managing Director. The role involves a high level of accuracy and attention to detail. Salary £15,000 pa. Please telephone 0171 495 2321 for an interview.

## ST JOHN'S WOOD GROUP EXEC SEC

£20-25K  
Our client, a major group, has a fantastic opportunity for a top class Executive Secretary. The role involves a high level of accuracy and attention to detail. Salary £20-25K. Please telephone 0171 495 2321 for an interview.

## Office Manager

A highly organised and meticulous Office Manager is sought with experience in an international business environment. Based at our Mayfair Office you will act as a linchpin in our very busy office and generally ensure the smooth running of the company particularly in the absence of the Directors. Your duties will include business co-ordination, arranging meetings and making travel arrangements. You will also handle correspondence and draft responses for a company director who speaks English but not as a first language.

## PA to two Executive Directors

The company also seeks an experienced and skilled PA with the freedom to travel for approximately six months of the year (for two/three weeks at a time) to provide first-class essential support to two busy directors. You will also handle correspondence and draft responses for a company director who speaks English but not as a first language.

## Candidates must be confident using computerised office systems and have experience of work within a thriving business environment. They must have good drafting skills, bookkeeping experience and be able to use their own initiative. Strong time management skills are essential, and knowledge of foreign languages, particularly French will be an advantage.

## Both positions carry an excellent salary and benefits package, commensurate with a company of our standing.

## Please send your CV to Mr S. S. Strong, International Business Consultants (UK) Limited, 1st Floor, 7 Deansgate, Manchester, M3 2LH.

## INTERNATIONAL BUSINESS CONSULTANTS

(UK) LIMITED

## PA to two Executive Directors

The company also seeks an experienced and skilled PA with the freedom to travel for approximately six months of the year (for two/three weeks at a time) to provide first-class essential support to two busy directors. You will also handle correspondence and draft responses for a company director who speaks English but not as a first language.

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## INTERNATIONAL BUSINESS CONSULTANTS

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## DANSK TALENDE SEKRETERAR

## Up to £20,000 + benefits

A Danish speaking secretary required to work in the Finance industry. Your role will entail secretarial and administrative support to a Deputy General Manager and his team. You must have minimum three years' secretarial work experience, preferably within a financial environment, coupled with good skills (min. 80wpm typing, Wordperfect 6.1, Microsoft Office and presentation packages). If you are a dynamic person, who thrives in a pressured role and who is flexible and mature, then please call Jacob Mathiesen on 0171 814 0800 or fax your CV on 0171 814 0801.

## Angela Mortimer International

The multilingual Division of Angela Mortimer PLC

## Bilinguagroup

Crème de la Crème  
Truly professional Executive PA for a leading MD of large prestigious on. Excellent French with creative mind & enjoys paperwork! CV proposals only. 25 lines to Bilinguagroup Ltd, 100 Broad Street, London EC2M 2JF. Tel: 0171 250 1811. Email: bilinguagroup@compuserve.com

## Frankfurt Frankfurt

Various positions within prestigious multinational co's. Inc. Office Manager/Secretary/Accountant. Please Contact call: 0171 495 2321

## German-Part Time

Entertainment industry - secretarial role. Hours to suit yourself! Salary to £15,000. Excellent benefits. Tel: 0171 495 2321. Email: bilinguagroup@compuserve.com

## ART GALLERY, BOND ST

requires assistant with fluent French and min 2 yrs work experience (not necessarily in a gallery). Excellent opportunity for person with organisational word processing skills and good presentation to administrative active gallery. Good salary and commission. Please reply, in writing only, to: Waterhouse & Dodd, 110 New Bond St, W1Y 0RJ Or Fax: 0171 491 9669

## Sheila Burgess

## INTERNATIONAL

## Specialists in Bilingual Secretarial Recruitment

## FANCY WORKING IN PARIS?

Fluent French? Word 6.1? Excel? If the answer is yes, and you know what Paris is about... contact us now. (45 wpm) shorthand typing skills. Prestigious law firm to top fashion houses. Salaries 120-250K! Regular interviews in London Tel 0171 584 6446 or fax you to Paris 1 44 63 02 59

## Oxford Long term temporary

positions for a French speaker to provide administrative support to a Sales Manager based in Oxford. £25,000. 60wpm typing. Tel: 0171 495 2321

## PROMOTIONS: £20,000. Role

in sales & marketing for a leading international company. Tel: 0171 495 2321

## BILINGUAL: Product Mgr. For food

company. Tel: 0171 495 2321

## BILINGUAL: Product Mgr. For food

company. Tel: 0171 495 2321

Registration  
Evening  
In The City

## Wednesday

## 30th October

## 5.30 - 8.30pm

Crone Corkill Multilingual's consultants are holding an evening specifically for candidates looking for a new secretarial role in the City, but who are unable to register during working hours. The City salaries and packages are excellent, the buzz is unbeatable and we currently have exciting opportunities for all levels of secretaries. Please call us now for an appointment to come in and register in our City office. We look forward to helping you take the next step in your career.

0171 434 4512.

Crone Corkill  
Multilingual Recruitment

## Geneva

The international Corporate Headquarters of a group with very diverse business activities, based in Geneva, needs an experienced senior PA. Applications are invited from candidates fluent in French and English, who are available to relocate early in the New Year. Top salary plus accommodation allowance and private health care. English shorthand & excellent WP skills essential. Age range mid 20s to mid 40s. First round interviews in London. Please call Sabina Stewart on 0171 434 4512 or fax your cv on 0171 437 9239.

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Spanish and Czech MD for new business in recruitment. Tel: 0171 495 2321

## BILINGUAL: French Sec for MD of

law firm. Tel: 0171 495 2321

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CREME DE LA CREME

**WA** c.£24,000 + Bonus

**THE PERFECT JOB**

Would you like to work for a prestigious firm, with a flat hierarchy, fabulous offices in a great location and a commitment to their staff? Our client, a well known Executive Search firm based in the West End, require an enthusiastic secretary to work for a Partner. This is a very busy role, and you should enjoy working as an integral part of a friendly team. 60wpm typing. Please call Kate Hodson.

0171 225 1888

VICTORIA WALL ASSOCIATES

**WA** c.£20,000 + Bens.

**A POLISHED PA**

A rare opportunity for an outgoing PA to join this prestigious PR Consultancy based in Mayfair. Using your excellent secretarial skills 80/60 you will provide support to two dynamic and charming individuals. The role will involve plenty of contact with well-known clients, researching and organising presentations. You should be a confident communicator with a warm personality who would enjoy being part of this busy and exciting environment. Please call Claire Hawker.

0171 225 1888

VICTORIA WALL ASSOCIATES

**WA** c.£30,000 Pkg

**TOP CLASS PA**

Prestigious role for a senior PA to work for a high profile MD of an Investment Bank. With global responsibility, your boss will be reliant on your excellent organisational and communication skills to liaise at the highest level. To manage his every move you will need to have resilience and stamina to cope with the unpredictable in this fast moving, frenetic environment. Proven secretarial experience at a senior level is essential.

0171 225 1888

VICTORIA WALL ASSOCIATES

**STEP INTO MANAGEMENT**

£24,000

This young, fast-moving, hi-tech IT company based in the City seeks an assertive PA/Business Assistant to provide full support to the joint MDs. Your strong business acumen, high energy level and confidentiality will enable you to adapt well to this highly responsible, decision-making role. Your excellent secretarial skills will include 80wpm shorthand and Director level experience. If you enjoy the prospect of making a real contribution in a corporate, team-spirited company, contact us now.

Please call

Angela Mortimer is an equal opportunities employer. All applications are positively welcomed.

0171 814 0800

Angela Mortimer

**ARE YOU WORTH PAYING £25,000?**

24/6 INTERNATIONAL MANPOWER - a leading London based recruitment agency - has a number of exciting opportunities for experienced secretaries. We are looking for people who are confident, efficient, and have a good command of English. We offer a competitive salary and a great working environment. If you are interested, please contact us.

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**KNIGHTSBRIDGE SECRETARIES**







## CRICKET

## England A set out to win respect for domestic game

BY ALAN LEE, CRICKET CORRESPONDENT

BENEATH the low-key itinerary of England's A-team tour to Australia lies a hidden agenda. It concerns the recovery of national self-esteem, the correction of a psychological imbalance already menacing the Ashes series next summer.

As David Graveney, the tour manager, observed: "The Australians don't have a high regard for our cricket. We must try to make them revise that opinion."

Graveney's ambition is to persuade a party of players who learn what it is to win in Australia and his hope is that some of the 14 under his command will graduate to play a part when the Ashes are at stake. It is a hope shared by Mike Gatting, the last England captain to win the Ashes and the A-team coach on the eight-week trip that begins today.

Gatting has replaced Graham Gooch, who is unable to tour due to the ill-health of his father, and he will feel a certain nostalgia, ten years on from leading England to a 2-1 series win in Australia. There will also be a sense of reacquaintance for the three England players brought up in Australia — Jason Gallian, Craig White and the captain, Adam Hogg.

Born and raised in Melbourne, Hogg, at 25, was a bold and original choice to lead the team. It would have been a conventional and less adventurous to entrust the captaincy to one of greater experience, but Hogg has shown enough, when leading Surrey, to quell any anxiety over his maturity. The steel in his nature, a legacy of his upbringing, may also be an advantage.

Graveney believes as much, having been impressed by Hogg's nature when he led the Test

and County Cricket Board side against South Africa last summer. He is confident that their relationship will work, though he reflects ruefully on an unpromising first encounter with his captain. "He is the only bloke I ever threatened to hit on the pitch," he said. "I was batting for Durham when I heard him tell one of the Surrey opening bowlers to hit 'this old chap' on the head."

There is a progressive feel to the management of this tour. Graveney has agreed with

Cricketers' Association. Its fears over a conflict of interests for its general secretary now appear to have softened.

Graveney sought personal reassurance by writing to ask each county representative for the views of its members. Militancy is evidently absent, for he has had only a handful of replies. The matter was discussed again at an Association meeting yesterday, but for now, Graveney has put the issue to the back of his mind.

"I want to make some assessments of Australia's cricket in the next few weeks, while showing them that we have some pretty talented youngsters," he said. "The boys on this trip will be left in no doubt as to their responsibilities and their opportunities. This is an important stepping stone — success in Australia counts for a lot."

The Australian authorities have embraced the tour with implicit reluctance. It is being staged in early spring, with temperatures in Melbourne lower than in London, only because the alternative offered by Australia was an itinerary in the more attractive months of December and January involving a disdained fixture list against state second teams.

As it is, the A team will face the senior state sides of South Australia, Victoria and Queensland in four-day games and play two one-day matches against New South Wales. There is still no international cricket, a regrettable omission, but the four-day game against the Australian Cricket Academy promises a stern test.

When England last sent an A team to Australia four winters ago — an oddly selected party that included such already-labeled talents as James Baillie and Tony Middleton — this fixture was the highlight of the tour. The Academy side contained Michael Slater, Michael Bevan, Ricky Ponting, Stuart Law and Greg Blewett, but England A won convincingly.

"It seems the tour peaked with that victory and results fell away badly thereafter," Graveney said. "We must ensure there is no repeat of that and at least the absence of international games gives an incentive to keep the form constant."

Nine of the 14 touring players are 25 or under and the combative Hogg's apart, three likely to make significant strides are Tony McGrath, the Yorkshire batsman, Andy Harris, Derbyshire's progressive seam bowler, and the precocious Middlesex schoolboy, Owais Shah.

## Maddux keeps the Braves in control

FROM KEITH BLACKMORE IN NEW YORK

AFTER some superhuman hitting, it was back to business as usual for the Atlanta Braves in the World Series here. After scoring 12 runs in game one, they managed only four in game two, but, behind Greg Maddux, possibly the greatest right-handed pitcher in baseball history, that was more than enough to defeat the New York Yankees 4-0 and give them a 2-0 lead to take back to Atlanta.

After riding a wave of euphoria into their first Series for 15 years, the Yankees find themselves sinking fast. Having been crushed by the Braves' hitting spree on Sunday in the first of the best-of-seven games, they fell victim to a Maddux special on Monday: eight innings of pinpoint accuracy that let the air out of their balloon and deflated the 57,000 gathered in Yankee Stadium.

Maddux is a paradox. On the mound, he is a figure of absolute command. Off the field, he is a study in anonymity, looking more like a computer technician behind his horn-rimmed glasses than the most feared pitcher in the National League.

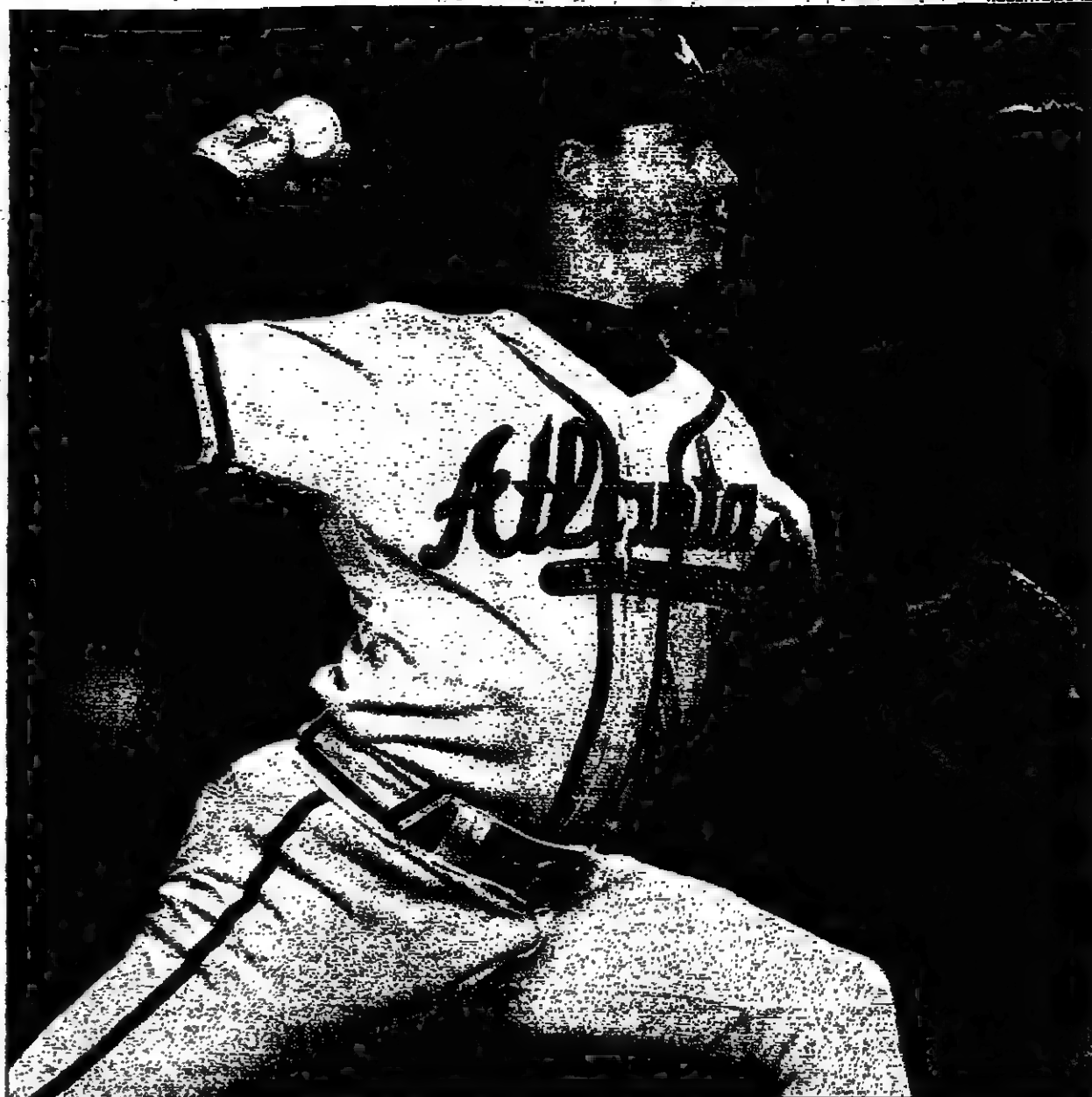
But he will stand out more in the history books than in any crowd. He has won four consecutive Cy Young awards for the best pitcher in the league — an unprecedented feat. Last year, he launched the Braves' successful drive for the World Series championship with a masterful two-hitter, a performance to rank among the greatest in the 92 years of the competition.

His latest effort will stand beside it. He gave up six hits, but scattered them across eight innings so that no one scored. After four innings, he had thrown 35 pitches; his hapless opponent, Jimmy Key, had thrown 71. Only one of his outs was a catch in the outfield: the rest were a succession of ground balls to infielders and to Maddux himself. Not until the seventh inning did he manage the first of his two strike-outs.

Joe Torre, the vastly experienced Yankees manager, when asked where he thought Maddux stood among the best pitchers he had seen, replied: "He would have to be in the handful. The thing that is different about Maddux is that he doesn't do it with power, like [Bob] Gibson or [Sandy] Koufax, he does it with finesse, intelligence and confidence."

Bobby Cox, the Braves manager, admitted he had exhausted his stock of adjectives for Maddux. "That was a typical Maddux game," he said. "He was quick, sneaky and the ball had a tremendous amount of life on it."

To the untrained eye, Maddux is a mystery. His fast ball is not particularly fast, averaging 86mph when others can break 100mph. His talent is his control. He makes batters hit the pitches he wants them to hit, ensuring a steady flow of ground balls to the excellent Atlanta infield.



With pinpoint accuracy, Maddux leads Atlanta to a 4-0 win over New York in game two of the World Series

Atlanta Braves	1	2	3	4	5	6	7	8	9	Runs	Hits	Errors
New York Yankees	0	0	0	0	0	0	0	0	0	0	0	0

ers. Not the least of these is Maddux himself, having won seven consecutive gold gloves as the best fielding pitcher in the National League.

Maddux does his best to be as dull as possible. At the post-game press conference on Monday night, the first question he received was a joke and the room dissolved into laughter. Maddux stared blankly ahead, suggesting he was either a miser or a lecher.

dim. But later, the mask slipped. Asked which newspaper he had been reading, he said: "I don't know." Pause. "One of the black and white ones." The room dissolved again and Maddux only just managed to keep his face straight.

This is no idiot. He has parlayed a talent for throwing a ball into a salary of more than \$5 million a year (about \$3.3 million). But his anonymity is his weapon. He does not want the hitters to remember him. "My pitches are not good enough that I can use them over and over against the same hitters," he said.

There were some other Braves playing too and chief among them was the clean-up hitter, Fred McGriff, who drove in the first three runs with two hits and a sacrifice fly. The other run was driven in by Marquis Grissom. The Yankees' misery was deepened when their super young shortstop, Derek Jeter, was hit on the wrist by a pitch. Even Maddux's mistakes are deceptive. Jeter may miss game three.

## SAILING: UNUSUAL STARTING GUN WILL HERALD DEPARTURE FOR FLORIDA

## Competition warms up within Clipper 96 fleet

BY EDWARD GORMAN SAILING CORRESPONDENT

TO THE sound of machine-gun fire, Sir Robin Knox-Johnston's unsponsored Clipper 96 fleet will set off from Madeira tomorrow, bound for Fort Lauderdale in Florida. With no starting gun available capable of firing blanks, the eight 60-foot sloops, designed by David Pedric and crewed by 14 fee-paying volunteers, will set sail to the sound of rapid fire.

Knox-Johnston's race is a warm-water version of Chay Blyth's BT Global Challenge. It charts a course around the world westward, via the Panama Canal and Hong Kong, and returns to Britain by way of Cape Town and Salvador in a 32,000-mile voyage that finishes next September.

The yachts are identical and are under the command of experienced skippers, with crew members paying up to £21,500 for a full circumnavigation. However, only about a quarter of

those who started from Plymouth ten days ago will complete the voyage, with many others joining for one or two of the six legs.

The fleet endured a tough start in a westerly gale as they left the Channel, but then enjoyed increasingly good conditions and the first four came in on Sunday within the space of 90 minutes. The winner was Ariel, skippered by Ras Turner.

Sir Robin was delighted to see the first 1,200 miles completed so compet-

tively. "It was a brilliant finish," he said. "When they started, the crews were just amateurs. Now a real race is developing."

With just 450 miles left to go to Rio de Janeiro, Mike Golding, on Group 4, has again widened his lead over Toshiba Wave Warrior and Concert in the BT Global Challenge. Golding was two miles short of the highest 24-hour run in the fleet yesterday with 228 miles. This was enough to increase his lead over Toshiba from 32 to 44 miles.

## AMERICAN FOOTBALL

NATIONAL LEAGUE (NFL): San Diego 14 Oakland 23.

## BASEBALL

WORLD SERIES: Atlanta 4 New York 0. Atlanta lead best-of-seven series 2-0.

## CRICKET

One-day international: Australia 10 India 8.

Test match: Australia 10 India 8.

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## CYCLING

SOUTH AFRICA: Roland Benk International Tour: Third stage (140km): 1. A. McLean (SA) 2. R. Benk (SA) 3. R. Benk (SA) 4. R. Benk (SA) 5. R. Benk (SA) 6. R. Benk (SA) 7. R. Benk (SA) 8. R. Benk (SA) 9. R. Benk (SA) 10. R. Benk (SA) 11. R. Benk (SA) 12. R. Benk (SA) 13. R. Benk (SA) 14. R. Benk (SA) 15. R. Benk (SA) 16. R. Benk (SA) 17. R. Benk (SA) 18. R. Benk (SA) 19. R. Benk (SA) 20. R. Benk (SA) 21. R. Benk (SA) 22. R. Benk (SA) 23. R. Benk (SA) 24. R. Benk (SA) 25. R. Benk (SA) 26. R. Benk (SA) 27. R. Benk (SA) 28. R. Benk (SA) 29. R. Benk (SA) 30. R. Benk (SA) 31. R. Benk (SA) 32. R. Benk (SA) 33. R. Benk (SA) 34. R. Benk (SA) 35. R. Benk (SA) 36. R. Benk (SA) 37. R. Benk (SA) 38. R. Benk (SA) 39. R. Benk (SA) 40. R. Benk (SA) 41. R. Benk (SA) 42. R. Benk (SA) 43. R. Benk (SA) 44. R. Benk (SA) 45. R. Benk (SA) 46. R. Benk (SA) 47. R. Benk (SA) 48. R. Benk (SA) 49. R. Benk (SA) 50. R. Benk (SA) 51. R. Benk (SA) 52. R. Benk (SA) 53. R. Benk (SA) 54. R. Benk (SA) 55. R. Benk (SA) 56. 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# The very model of a modern history lesson

Where do modern history lessons stop these days? I wonder? In my day (and I really don't know how old I am) a sentence like that? A half was called at the end of 1945. Mushroom cloud, surrender, peace treaty, Nuremberg, finitio — to all intents and examinations modern history stopped there. Which is my excuse for not being awfully good about things such as Suez. I can tell you there's a canal but a crisis? What crisis?

Well now I know and thanks to last night's outstanding *The Suez Crisis* (BBC1) I temporarily know rather a lot. For a short time, I may even become something of a Suez bore, dropping the occasional "poor Eden, mad as a hatter, you know" into dinner table conversation with a provocative "another 24 hours and we might still have an Empire". On the other hand...

The style of Jeremy Bennett's television history was familiar. In

the past year or so we have seen anniversaries of the Somme and the ending of the Second World War marked in similar style — lots of archive film mixed in with many first-hand accounts as war and the passing of postscript allow. But even by the high standards set by the BBC last year, this was impressive stuff.

Of course, it is only 40 years since Suez, so assembling witnesses cannot have been as hard for Bennett as it was for his predecessors. But it wasn't the number that impressed (indeed at times it became slightly bewildering), it was the range. This was the Suez crisis as told not just by the British and French, but by the Americans, the Egyptians, the Israelis and the current stars of modern documentaries, the Russians.

Another sign of our television times was that there was no keeping the secret services off the screen. We met the KGB general

who had organised Moscow bodyguards for President Nasser; we met the CIA man whose job it was to monitor Eden's health and we met the former head of Israeli Intelligence, who confirmed that Israel's nuclear technology had included Nasser's from France. As far as I could see there was no one from M16... but you never know, do you?

As Eden's miscalculation unravelled, Bennett made the startling revelation that both sides were taking drugs. Up until then I was under the firm impression that drugs, like sex, were invented in 1963, but not a bit of it. According to a nice woman from the American Embassy in Cairo (she described Nasser as "a dither") the Egyptians were all on speed — had to be — they were never available in the morning and coursed to all hours. This didn't strike me as altogether

## REVIEW



Matthew Bond

conclusive evidence, but there was no disputing what was going on at the British end.

"I did a bit of that myself," gurgled Lord Deedes, who had taken time off from *The Daily Telegraph* to become a pill-popping government minister under Eden. "You took barbiturates to calm yourself down and you took amphetamines to lift yourself up; and if you took both..." Apparent-

ly Eden's excuse for resorting to a mass-market documentary — following a group of British women as they travelled to Poland for cut-price plastic surgery. But unfortunately that is about all the makers of *Cur Price Package* did — follow a group of women to Poland and point a camera at them. We didn't even get a decent set of "before" and "after" photographs.

For a start, there were too many women for us to keep track of — nine. If you included Alina, whose multi-faceted role of tour-guide, translator and part-time care assistant used up a lot of screen time. Of the eight "patients" I can recall about half: nice Debbie, who was having breast implants; karaoke Carol and her tactful daughter Sharon, who were there for a facelift and liposuction; and sulky Samantha, who forgot to tell the surgeon that she was asthmatic and diabetic.

Oh, and how could I forget June, who had the best line of the night: "I could have had my house pebble-dashed but I'd rather have my face done." But not with pebble-dash, presumably.

Almost inevitably, Lesley Joseph was the narrator and almost inevitably much of her over-jumpy script was as painful as an epidural scrub. Debbie's not just looking for a new job, she's looking for new boobs — a sort of mammary makeover.

Sensibly, the makers kept the squeamish sequences of flapping nipples and peeled cheeks to a just about acceptable minimum, but the editor, at least, can take quiet pride in a job well done. Cutting from the surgeon's scalpel to somebody chopping meat in the kitchen is the stuff of cliché. I'm afraid, but cutting from the liposuction collecting jar to a bowl of mashed potato, that was inspired. Horrid, but inspired.

## BBC1

6.00am BUSINESS BREAKFAST (Coastal) (77955)

7.00 BREAKFAST NEWS (31323)

9.00 BREAKFAST NEWS EXTRA (517120)

9.20 STYLE CHALLENGE (s) (2079255)

9.50 KILROY (s) (2809238)

10.30 WEAR IT WELL (s) (158878)

10.45 THE STATE OF THE NATION: PARLIAMENT BY HER MAJESTY THE QUEEN

12.00 NEWS and weather (Coastal) (7022946)

12.00pm THE REALLY USEFUL SHOW Consumer magazine (s) (8418894)

12.45 SMILLIE'S PEOPLE (s) (3317336)

1.00 NEWS (Coastal) (34410)

1.30 REGIONAL NEWS and weather (5793559)

1.40 NEIGHBOURS (s) (4408578)

2.00 SNOOKER: GRAND PRIX (s) (255491)

3.50 CHUCKLEVISION (s) (763471) 4.10 GET YOUR OWN BACK (560855) 4.30 THE DEMON HEADMASTER (2036182) 5.00 NEWSROUND (Coastal) (297255) 5.10 BLUE PETER (Coastal) (s) (807553)

5.30 NEIGHBOURS Romance in the air for Mel and Deb (Coastal) (s) (584588)

6.00 NEWS (Coastal) and weather (588)

6.30 REGIONAL NEWS (168)

7.00 SMALL TALK Cross-generational game show hosted by Ronnie Corbett (Coastal) (s) (6101)

7.30 HERE AND NOW First of a new series. Sue Lawley is joined by Sir Stanley Matthews. He captains the Here and Now First XI in a "Match of the Grey" with legendary names from international soccer, who take on the Super Granites from Cleveland. Commentary by Kenneth Wolstenholme (Coastal) (s) (192)

8.00 HOW DO THEY DO THAT? The start of a new series, presented by Eamonn Holmes and Esther McVey reporting on superhuman feats, sporting triumphs and wildlife wonders (Coastal) (s) (820033)

8.50 POINTS OF VIEW Presented by Anne Robinson (Coastal) (s) (513855)

9.00 NEWS, REGIONAL NEWS and weather (4894)

9.30 BACK Drama series about a woman who runs a missing persons agency based in London's King's Cross. In the first of a two-part story, Back is introduced to a man who has suffered amnesia. With Amanda Redman, Caroline Long and David Hunt (Teletext) (s) (892025)

10.25 SPORTSNIGHT Boxing. Henry Wharton defends his Commonwealth super-middleweight title against Australian Rick Gray and the undefeated Calzaghe takes on Liverpool's Paul Wright (397965)

12.05am FILM: Prisoner of War (1960) The true story of a 19-year-old US Marine branded a traitor after spending 14 years as a prisoner of the Vietcong. Starring Ralph Macchio and Martin Sheen. Directed by Georg Stanford Brown (212152)

1.45-1.50 WEATHER (229366)

VideoPlus+ and the Video PlusCode The numbers next to each TV programme listing are Video PlusCode numbers, which allow you to programme your video recorder to automatically record the programme you wish to record. VideoPlus+ ("V"), PlusCode ("P") and Video Programme are trademarks of Genie Development Ltd.

For more comprehensive listings of satellite and cable channels, see the Directory, published on Saturday

SKY 1

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## RUGBY LEAGUE 42

Great Britain  
made to pay  
for mistakes

# SPORT

WEDNESDAY OCTOBER 23 1996

## BASEBALL 43

Wily Maddux  
puts Braves  
in control



Game against Italy in doubt after talks break down amid threat of legal action

# English rugby on the brink of warfare



Sir John negotiator

By DAVID HANDS  
RUGBY CORRESPONDENT

THE Rugby Football Union (RFU) and its leading clubs are on the verge of open warfare after talks designed to mend the dispute over control of the game in England broke down yesterday. The clubs have accused the governing body of acting in bad faith and will recommend that legal action is the only course remaining open to them.

Whereas the other home unions and France have established some form of working relationship with their leading clubs — most significantly Wales, who did not do so until Monday night — the void between the RFU and the English Professional Rugby Union Clubs (EPRUC) now seems wider than ever. The clubs have been angered most that a draft agreement reached during talks in London last week was returned to them on Monday, they claim, completely revised. Far from there being only two remaining stumbling blocks to negotiate, relating to compensation over the release of players for international duty and the controlling vote on new competitions, the clubs believe that the revisions restored a situation they had left behind months ago. It remains to be seen whether the clubs will now release England squad members for training at Henley today or, indeed, to play against Italy on November 23 in the first international of the season.

The RFU contends that it has offered a fair and equitable financial arrangement to the clubs, comparable to agreements which have been reached by other unions. It claims there is an offer of £8 million on the table for clubs who, in turn, say that £6.6 million of that sum is due to them anyway through existing television and sponsorship arrangements.

The RFU came with a proposed agreement and a will to settle, the union said in a statement, adding that the upshot had been threats by an EPRUC solicitor of legal action for restraint of trade, abuse of broadcasting rights and alleged breach of the Treaty of Rome against not only the RFU but also the International Rugby Football Board.

The biggest issue for the clubs is their understanding that the broad-casting deal agreed earlier this year between the RFU and BSkyB (the satellite television company which is part-owned by News International, owner of The Times), involved rights which were not the union's to sell. They have also been told that, under British and European law, they have the right to manage their own affairs — in this case including playing competitions — and they are prepared to go to court in defence of those rights.

"We are determined not to be pushed out of the union but nor are we going to be bullied," Donald Kerr, the EPRUC chairman, said. He and his team will meet all the EPRUC member clubs later this week, when they will show them last week's and this week's draft agreements for comparison, and will recommend legal action in the British and European courts.

The breakdown of talks will come as a body blow not only to the senior clubs but to the English game at large, which is thoroughly per-  
plexed and annoyed at the apparent inability of the contending parties to manage the professional game. "I spoke to three members of the RFU negotiating team in person last Thursday and I believed we were on the verge of a breakthrough," Ken Stringer, the commercial manager at Orrell, said. "Whatever the clubs' next step is, we will take a decision based on our own assessment of the situation."

## Ferguson rings changes in show of strength

By PETER BALL AND RUSSELL KEMPSON

AFTER the events at St James' Park on Sunday, it is difficult to determine who has the least enviable task in the Coca-Cola Cup third round tonight — Oldham Athletic, who follow Manchester United into the lions' den, or Swindon Town, who go to Old Trafford to meet a wounded lion looking for prey.

Alex Ferguson, however, is less concerned with revenge than keeping his team fresh. The Manchester United manager makes some key changes tonight: Pallister, Cantona, Schmeichel, Irwin, Beckham and Solskjaer are all rested, while Keane and Philip Neville return after injury. Scholes, McClair and van der Gouw get a full game and, with Giggs still troubled by a calf injury, Ben Thornley will make a heartening comeback after the ligament injury that threatened his career. Swindon, though, would be well advised not to take anything for granted.

"I'm well aware of our embarrassment last year [United were knocked out by York City], which is why I'm putting out such a strong side," Ferguson said yesterday. "We want to retain our interest in every competition."

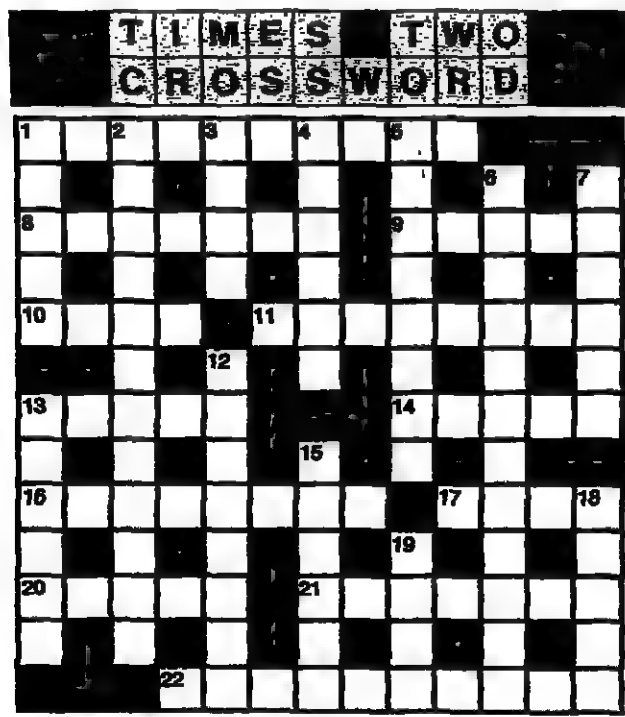
Oldham, by contrast, could find Newcastle resting on their laurels, but they too should not count on it. "There is no complacency here," Peter Beardsley, the Newcastle captain, said. "We want some silverware and we've won nothing yet."

Like their Lancashire rivals, Leeds United are also seeking some form of redemption. They play Aston Villa at Elland Road, only four days after giving at Villa Park what

George Graham described as their "worst performance" since he became manager. Villa's 3-0 win in the final of the same competition last season marked the beginning of the end for Leeds' former manager, Howard Wilkinson.

That alone will give Leeds incentive enough, but the memory of Saturday's performance is fresh in the mind. "We've got a lot to prove to ourselves and the fans after the way we played at Villa," Lee Sharpe, the Leeds winger, said yesterday. "As a team, none of us could be happy about what we showed on Saturday. But this is a cup-tie, form goes out the window."

One FA Carling Premiership team that can look forward to tonight with some degree of confidence is Southampton. Yes, Southampton. It might have escaped the national consciousness, but Graeme Souness' revamped side is on a roll.



No 920

- ACROSS  
1 Discouraged, disillusioned (6)  
2 Useful facility (7)  
3 Pledge of loyalty (arch.) (5)  
10 To record; measuring strip (4)  
11 Get rid of (king) (8)  
13 Well done! (5)  
14 Well turned out (5)  
16 Foul-spoken woman (8)  
17 Minus (4)  
20 Complete fool (5)  
21 Typical embodiment (7)  
22 Intruder on land (10)
- DOWN  
1 Force of explosion (5)  
2 Look-superior tactics (3-9)  
3 Metal pin (4)  
4 Absalom and Achitophel satirist (6)  
5 Bringing; attractive (8)  
6 No. 1 hit (3,2,3,4)  
7 Genial (6)  
12 Home 8, the naughty in it (3,5)  
13 Backroom scientist (6)  
15 Makes suggestions, proposals (6)  
18 Supercilious expression (5)  
19 Prima donna (4)

SOLUTION TO NO 919  
ACROSS: 2 Mortgage 6 Hoopla 8 Truant 9 Economy (clong) (7,3)  
10 Adept 12 Grindstone 16 Father Time 18 Tubes 20 Seventh 21 Foster 22 Tassel 23 Et cetera  
DOWN: 1 Sorcery 2 Marmoset 3 Tartan 4 Agate 5 Entry 7 Penknife 11 Duffiness 13 Operetta 14 Umpteen 15 Stille 17 Assent 19 Basic

SOLUTION TO TIMES TWO CROSSWORD 915  
In association with BRITISH MIDLAND  
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DOWN: 1 Ullage 2 Slater 3 Window 4 Strategy 5 Freakish 6 Recent 11 Be mother 12 Earnings 14 Slap-up 15 Pign 16 Tennis 17 Outset

1st PRIZE of a return ticket travelling economy class to anywhere on BRITISH MIDLAND's domestic or international network is K. Francis, London.  
2nd PRIZE of a return ticket to anywhere on BRITISH MIDLAND's domestic network is K. Gray, Sheringham, Norfolk.  
All flights subject to availability.



Heinz-Harald Frentzen talks to journalists at Estoril yesterday after his first test drive in a Williams-Renault for his new Formula One team

## Wycombe go for Gregory

By RUSSELL KEMPSON

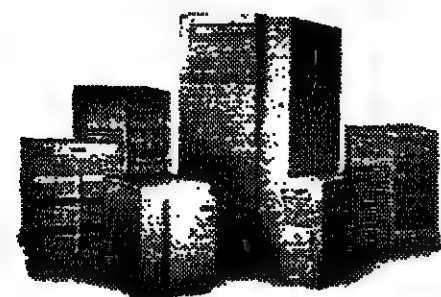
JOHN GREGORY, the Aston Villa coach, yesterday sacrificed the high life of the FA Carling Premiership to take over as manager of Wycombe Wanderers, second from bottom in the Nationwide League second division. He succeeds Alan Smith, who was dismissed last month, and is only the fourth full-time manager in Wycombe's 112-year history.

Gregory, 42, the former England, Villa and Queens Park Rangers player, was selected from more than 60 applicants despite an unimpressive managerial CV — one job, at Portsmouth seven years ago, from which he was asked to leave after 12 months.

"I moved up from coach after Alan Ball left," Gregory recalled yesterday. "I hadn't done my homework, I hadn't learnt my trade and I failed miserably. I've since gone away and re-educated myself. I've learnt so much from Brian Little, at Leicester and Villa over the past six years, and I reckon I'm now ready to give it another go."

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## Sabatini prepares for retirement

By OUR SPORTS STAFF

GABRIELA SABATINI, whose efforts to reach the pinnacle of women's tennis were barred by four remarkable players, is set to retire from the sport, at the age of 26. The Argentinian has called a press conference at Madison Square Garden, New York, tomorrow, when she is expected to announce her retirement.

Sabatini, who has been plagued by a stomach muscle injury and who missed the French Open and Wimbledon this year, has not won a tournament since January 1995.

Two years ago, she was ranked No 3 in the world, behind Monica Seles and Steffi Graf, but has now slipped to No 29. Martina Navratilova and Chris Evert barred her way to the top when she turned professional in 1985 and Seles and Graf later proved an insurmountable obstacle.

In 13 years on the professional circuit, Sabatini won 27 tournaments, including the US Open in 1990, when she beat Graf 6-2, 7-6 in the final, and the end-of-year championship finals in 1988 and 1994. She played in 28 other finals, losing the 1988 US Open and 1991 Wimbledon finals to Graf, who also beat her for the Olympic gold medal in Seoul in 1988.

Seles said she was puzzled why Sabatini never lifted her game to a higher level. "She definitely could have won more grand slams for sure," Seles said yesterday. "I don't know why she didn't; she had so much talent. Some of the volleys she could hit were unbelievable. It was just pure talent and great touch."

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# THE TIMES People & property

WEDNESDAY OCTOBER 23 1996

## How to give your house saleability

**Rachel Kelly**  
on what home  
improvements  
help to sell  
and what are  
a turn-off

**S**o you've bought your house. Or flat. Now, how should you do it up? Clearly much depends on your budget, and you may not be thinking about reselling — yet. But at every price level in the housing chain, there are dos and don'ts that make financial and aesthetic sense.

The Halifax is a good place to start. The valuers at Britain's largest building society are sensible chaps. They warn that only some improvements recoup their cost, and they are somewhat dreary ones: adding a garage and central heating.

You will get at least some cash back from the next tranche of improvements, all of which add at least some value to a house. Installing a fitted kitchen, converting a loft, building an extension, adding a conservatory or having double glazing fitted all make partial financial sense, and all add to what the Halifax's wisemen call "saleability".

But beware of "leisure improvements". They may make a house easier to sell, but you are unlikely to get your money back. Swimming pools, in particular, are a doubtful investment. Rupert Bradstock, of Property Vision, says that plenty of buyers consider them a liability with small children and would fill them in.

Beware, too, that trend beloved of urban stylists: knock-

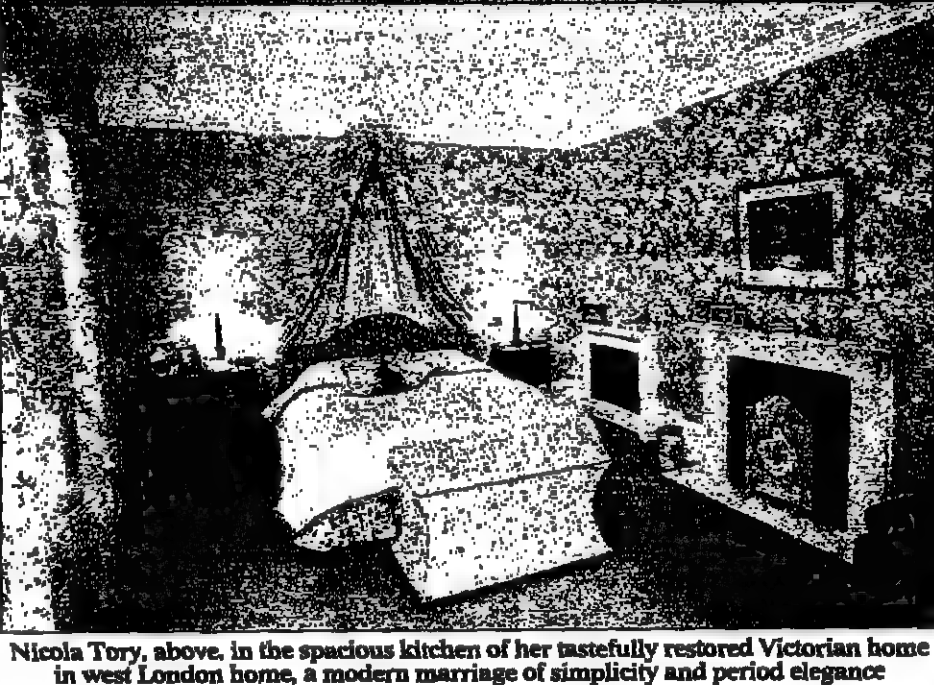
**Don't  
stipple  
your walls  
and don't  
buy chintz  
curtains**

ing down internal walls to make a bigger room. This is a particularly doubtful improvement. "Many of our customers prefer to have more, even if they are smaller, rooms," says the Halifax.

Even those who are not planning structural improvements would do well to be aware of what currently helps to sell and what is a positive deterrent. A posse of estate agents, including John D. Wood, Knight Frank and Rutley, and Hamptons are all positive: don't drag or stipple your walls, and whatever you do, don't buy chintz curtains. "They are horribly 1980s," says Laura Vestey, of Knight Frank. Candles and eye level lighting are in, overhead spotlights are out. Forget whirlpool baths, steam rooms and saunas, and think gyms and fast "multi-attack" power showers.

David Forbes from Chesterfield warns that buyers are particularly picky about kitchens. Neff and Bosch kitchens are in. Stuart Flint of Knight Frank's Worcester office says that architectural details such as fireplaces and plaster mouldings should be in keeping with the house's period. Plain-white bathroom suites make most sense, says Clare Berry from Savills Knightsbridge's office. "Buyers are notoriously conservative."

Mandy Craig from Hamptons says: "The essence of the change is from high decoration to simpler lines using natural materials."



Nicola Tory, above, in the spacious kitchen of her tastefully restored Victorian home in west London home, a modern marriage of simplicity and period elegance

Hilary Charlewood was recently featured on a Channel 4 programme about moving. She makes a living by buying flats and then selling them after making improvements. Her tip is to put a feature in every room, be it an impressive fireplace or stunning wallpaper. She always accentuates a kitchen's size by putting tables and chairs in it, to show that you could eat in there.

**H**er rule is to make the house feel lived in: add a few Mulberry cushions or an antique candlestick; leave a pair of Gucci shoes or a Harbour Club brochure lying around. All give the impression of the fashionable young thing that you are. A show house in Regent's Park could act as a good spur to the latest trends. Go along with a notebook when it opens next June and come back with ideas for your own des res.

A decorator's heaven is nearing completion in the 40-room Victorian house in Cambridge Gate, Regent's Park. The house will be dressed and decorated, thanks to the design talents of 21 interior designers and architects. They have been let loose as part of the sixth British Interior Design Exhibition, organised by

### BEWARE

- 1 Carpets
- 2 Coloured bathroom suites
- 3 Artex finishes
- 4 Shag pile carpet
- 5 Mosaic tiles
- 6 Goat skin rugs
- 7 Hessian walls
- 8 Cork tiles
- 9 Cocktail cabinets
- 10 Venetian blinds

Source: Knight Frank

Fleur Rossdale, the queen bee of the decorating world.

The house has six reception rooms, but its pièce de résistance is a glass-domed swimming pool which has a closing floor. Hey presto, and the room becomes a ballroom. The likes of Henrietta Spencer Churchill and Lady Victoria Wemyss will be displaying their wares. Lady Victoria has created new fabrics for Osborne & Little which are on show for the first time.

Or you could pay a man to do the job for you. Ms Rossdale is keen to stress that this is not just for the very wealthy. "Your budget need not be enormous," she says. "Many people don't realise

that much of the cost of a designer comes from the sourcing of materials, tracking down lights or tiles, for example. If a client is prepared to do the legwork himself, then you can cut costs."

How much money should you spend on doing up a house? Colin Mackenzie, from Hamptons, says warning bells should sound if you spend more than 20 per cent of the value of the house. "In the country, often the best returns are from spending on properties at the bottom end of the market, and right at the top of the market."

"So you will reap rewards for spending on a pretty period cottage in a popular village such as Chiddingfold in Surrey or Wisborough Green in Sussex. Similarly, spending on a large classic, pure Georgian or William and Mary house with acreage to match can achieve a selling price over and above the expenses of renovation."

**B**ut decorations ideally need to be of a high standard. The worst option are middling value houses, with muddling decor. They neither need completely redecorating, but nor are they immaculate. These are often the hardest houses to sell.

If in doubt, under-decorate. Huw Warren of Cluttons in Oxford says: "I think the biggest mistake we see time and again is a house that has been over-decorated."

And a final word: however much your profit, and however good your taste, remember the decorating hassle factor. A cautionary tale comes from Hamptons about a scheme in Islington, North London. Buyers could choose between finished or unfinished flats, which were five per cent cheaper. Every buyer chose the finished product.

**Hiring a decorator, page 15**  
IDDA (0171-349 0800): Fleur Rossdale (0171-331 6322) will be giving advice at The British Interior Design Exhibition in June.

### CASE STUDY: NICOLA AND DAVID TORY

**W**hen Nicola and David Tory bought their west London home three years ago it was uninhabitable. The couple lived in a rented flat while they spent a year just planning how they were going to renovate the five-storey mid-Victorian house. And they haven't finished yet.

"Starting from scratch was definitely an advantage," says Mrs Tory. "We were living out of a suitcase while building work was being done but I would definitely do it all again because you get just what you want from your home."

The style and lay-out of the house capture the new mood of the Nineties. Mrs Tory and her banker husband were eager to restore and retain the period features like corbeling, which they even copied to fill in missing bits.

But despite incorporating several traditional pieces of furniture and strong colours, there is a modern sense of

balanced calm to the house: a feeling of simplicity and spaciousness thanks to the use of plain colours, the juxtaposition of traditional and contemporary styles, and the very latest in technology.

Mr and Mrs Tory decided to employ an interior designer, and chose Nicola Hulbert. "I had worked with her before and I knew I needed someone to help me," says Mrs Tory. "Although I had very definite ideas of my own, Nicola would tell me if something worked or not if I had any doubts," she says.

"Although we could not make many structural changes because of the central staircase, with rooms on both sides, we were able to extend the sitting-room and kitchen," says Mrs Tory.

Before work began, Mr and Mrs Tory sought advice from an estate agent to find out what would make their house resalable. "Nicola's husband, Matthew Kaye from Chesterfields & Co in

Knightsbridge, told us things which hadn't worked out in houses for sale and also advised us to have as many bathrooms as possible. A kitchen with a play area like the one we have and access to the garden are also big selling points," says Mrs Tory.

The kitchen is Mrs Tory's favourite room and a very Nineties affair. Blending tones of pale greens and greys produces a sense of light and space. The limestone floor captures the pale green of the wooden units and tones down the grey of the granite work surfaces.

Mr and Mrs Tory have added speakers to every room, and are looking forward to the day when they can afford the ultimate: under-floor heating.

Nicola Hulbert Interior Design Ltd  
0181-871 1600

AMANDA LOOSE

### EXPERT VIEW

**SO WHO** do you commission, asks Amanda Loose, interior decorator. Fleur Rossdale recommends the following:

■ Celia Minoprio (0181-748 5738), who has moved back to London this summer after working in Italy for the past 18 years, for trompe l'oeil paintings.

■ Elaine Goodwin (01392 70943) in Exeter will mosaic floors, walls, furniture, fire screens and mantelpieces in materials including Venetian gold and silver, pink marble from Verona and Venetian glass.

■ Southern Stone Restoration & Conservation Ltd (01483 277969) are stonemasons based in Surrey, who carve fireplaces, marble bathrooms or even build stone staircases.

■ Maecenas Decoration (0171-581 1083) run by the designer, François Lavenir, visits clients homes to discuss ideas, and almost anything is possible, says Ms Rossdale.

■ Agora London (0181-946 2593) makes and installs anything from a simple limed oak floor to intricate French parquet, using oak salvaged from 16th century French buildings.

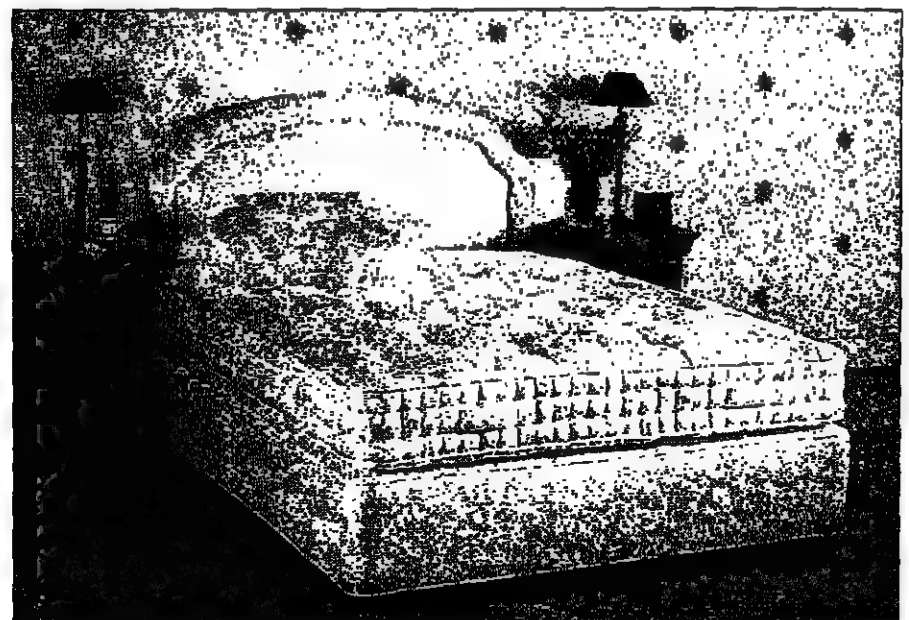
■ Neville Stephens, of AA Fires (0171 371 5070) has transformed fake fires into interiors must-haves.

■ Cusk & Wood Ltd (0171-386 9595), just launched by Caroline Guen and Isabel Benn, make, paint and gild furniture designed to the customer's specifications.

■ Robert Wyatt, available at The Study (0171-376 7969), transforms dull lamp bases with couture shades — simple, tailored or simply outrageous.

■ David Gill (0171-589 5946) from his shop David Gill Gallery on the Fulham Road, can advise on pieces as investments to blend with your design scheme.

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### IN FOR THE 90s

- 1 Scented candles
- 2 American style fridges
- 3 Chrome taps
- 4 Wood strip flooring (especially beech)
- 5 Granite/African slate/limestone
- 6 Multi-attack power showers
- 7 Gyms
- 8 Sophisticated sound systems
- 9 Video entrapment systems
- 10 Air conditioning systems
- 11 Contact breakers instead of fuses
- 12 Mediterranean country-style tiles

Source: Knight Frank

### OUT FOR THE 90s

- 1 Composite floor tiles
- 2 Gold and brass taps
- 3 Whirlpool baths
- 4 Painted kitchen units
- 5 Eye-ball ceiling lights
- 6 Formica kitchen work surfaces
- 7 Festoon blinds
- 8 Pot pourri
- 9 Chintz
- 10 Saunas
- 11 Dragging and stippling paint finishes
- 12 Carpets in bathrooms

Source: Knight Frank



Celebrities are not always the best examples to follow when moving house. The friendly way, says Rachel Kelly, works best

# How to buy and sell on good terms

Elizabeth Hurley and Hugh Grant have done it. So have Bob Geldof and Michael Hutchence. The famous not only know each other, lunch with each other, but also buy houses from each other.

Rock stars, especially, often swap homes because of the likelihood that one musician has installed recording facilities, possibly in a large studio barn, that will suit the next.

Such sales are often difficult. A famous seller may well clash with a famous buyer, simply thanks to the two big personalities involved. "The ego tends to get bigger," says Willie Gething, from the buying agents Property Vision, who routinely deals with celebrities.

Rupert Sweeting of Knight Frank advises using an agent to act as a go-between. Another agent, who naturally preferred to remain anonymous for fear of losing future business with celebrities, said: "Unfortunately, famous people are often impossible. They are usually unreasonable in their timing, and leave everything to the last minute. Luckily they have lots of people around them to do the running."

Ironically, the extra financial cushion that the wealthy and famous enjoy does not mean that they are more likely to leave a bottle of bubbly in the fridge. In fact, they may well swipe all the light-bulbs.

"I think it's because they are used to doing deals on their own terms," says Mr Gething. "It's amazing how many big deals fall through because of rows over the contents. I recently had a £9 million sale fall through over a washing machine."

There are sensible ways to keep relationships smooth. The guiding principle should be to remember Mr Gething's mantra: "A person selling is ending a phase in their life. A person buying is starting one."

So the buyer should try to be

sensitive to the seller. The buyer is often sad about that phase in their life ending. A seller is often joyous about a new one beginning.

"There is a whole lot of prickly territory surrounding sales. I am a great believer in personal goodwill. Once buyer and seller have agreed terms, I always tell a buyer to ring and say how pleased they are that the deal is happening and what a wonderful family house it is."

For the rest of us, here is a guide to how best to keep in with the person you are buying from and how sellers can

simply because the buyers become so upset and take it personally. Ditto for too seats, door handles and light bulbs. Tommy de Mallet Morgan of Savill's Guildford office recalls a sale falling through because of negotiations on one china door handle.

Mr Sweeting recommends that sellers might also commission a "pre-sale survey", which warns buyers of a problem, allowing them to make an offer on a property with full knowledge of any work that needs to be done.

"The more unpreventable breakdowns are caused by buyers who have a change of heart," Mr Sweeting says.

"People need to fall in love with a house. They generally pull out when they feel they have been pushed into a decision by their husband, wife or agent. Buyers going half-heartedly into a transaction often know deep down that it is the wrong house for them."

Neville Casington, a director of Goldschmidt & Howland, says: "Ultimately, stick to your word. Do not promise not to sell to anyone else, and then pull out when another offer is made."

Buyers can behave equally well. Again, do not make false promises, says Mr Casington. "Don't agree a price and then seek to renegotiate at the last moment."

And make your offer as clean as possible, says Mr de Mallet Morgan. "Make it subject to as few conditions as possible."

Probably, the best advice comes from Anthony Lassman, a developer and adviser to the agent Lassman's. "If anything crops up that you did not envisage, such as a delay in finances or a delay in arranging a survey, make sure your vendor is kept advised at all times. Otherwise, you could be misconstrued as stalling with an ulterior motive in mind."

## WHY DEALS FAIL

- Survey, 21 per cent
- Change of heart, 16
- Legal problems, 15
- Financing/cost of renovation, 13
- Unhelpful vendors, 9
- More suitable house coming along, 6
- Planning permission, 6
- Family problems, 5
- Fine-tuning deal, ie fixtures and fittings, 3
- Others, 6

Source: Knight Frank

remain on good terms with the person they sell to. Not everyone will enjoy the delights that we did when we bought our house. The owners very kindly threw a party for us to meet our new neighbours in the street. But by following some of these tips you should avoid the worst fall-outs in what is a delicate relationship.

Make sure what is included or excluded in the sale, says Ian Homersham, joint chairman of John D. Wood. Sellers should list what is included and avoid vagueness. Note that it is rare for carpets to be removed, and if they are, that could well ruin a sale



Top: Michael Hutchence did a deal with Bob Geldof, centre, Hugh Grant liked the late Bette Davis's mansion; while Sid James's home took Bob Dylan's eye

## The stars with shared taste

Housemoving can make for odd couples, says Amanda Loose

When stars buy and sell, some unusual pairings of taste emerge. Bob Dylan bought the art deco Delaford Park in Iwer, Buckinghamshire, striking a deal with its Arab owner in July 1994. The house had previously been the favourite property of Sid James, the comedian.

The most talked about house swap this year was between rock stars Bob Geldof and Michael Hutchence, who played musical homes in June. As part of the Geldof's divorce settlement from Paula Yates, which ended their ten-year marriage, Sir Bob agreed to move from his £750,000 three-storey Chelsea home, to the one-bedroom mews house in Cheyne Walk which Mr Hutchence had used. The two houses are just 270 yards apart, but the relationship has been difficult.

The comedian Les Dennis bought his Highgate home from Martin Kemp, of Spandau Ballet fame in May 1995. Jeff Lynne, former member of the Electric Light Orchestra, snapped up Jane Seymour's Californian mansion in January 1994. And last month, Phil Collins signed a two-year lease on racing driver Jackie Stewart's Swiss home, overlooking Lake Geneva.

In Hollywood, stars are bound to buy one another's homes. Never out of the public eye, Hugh Grant and Elizabeth Hurley recently made the headlines again when they bought a home in Hollywood, not far from Sunset Boulevard. The couple have bought an apartment in the white-walled mansion known as The Colonial, the home of Bette Davis in Bel Air, for £1.7 million.

Last year Johnny Depp bought The Castle in Hollywood, for £1.5 million, from the celebrity lawyer Marvin Mitchelson, who put the

property on the market for £6 million in 1993. The Castle, with a 2.5 acre estate, was also the home of Bela Lugosi, cult star of the Dracula films in the 1930s.

Real estate deals among the famous are nothing new. They have been made by some of Britain's most distinguished figures.

Prime ministers have done it. Putting politics aside, Churchill bought his Pinelico flat from Lloyd George, whose mistress Frances Stevenson had lived there. On the afternoon war was declared, Churchill watched the barrage balloons being flown over London from the flat's roof.

Royals and tycoons have also done it. In the 1930s Armand Rateau, a French decorator built a villa on the Riviera, which was to be inhabited by royalty and millionaires. In 1938, the exiled Duke and Duchess of Windsor took a ten-year lease on the property, which later passed to Kings Leopold and Farouk, and then the shipping magnate, Aristotle Onassis.

This luxurious villa, which boasted a 22-carat gilded bathtub, burned down in suspicious circumstances, shortly after Stavros Niakos, another shipping tycoon, bought it.

London's literati have often sold, exchanged or let out homes to each other. In 1819, the antiquary and critic Charles Wentworth Dilke let his Hampstead home, now part of Keats House, to Fanny Brawne and her mother.

Further south, William Morris rented his riverside home in Hammersmith from the poet and novelist George MacDonald for £85 per year, from 1877 until his death in 1896.

Morris renamed it Kelmscott House, and the basement now houses the William Morris Society.

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## Tips for would-be landlords

Amanda Loose offers advice on problems in the rental market

Rental values in central London are up by 9 per cent, new figures from Savills Prime Central London Rental Indices show. In Kensington, values have increased by 7 per cent in the last quarter alone.

With potential profits like these, would-be investors are keen to take advantage of the market. But there are problems.

Part of the difficulty is to find a suitable property to buy to let. "There is still a restricted supply and strong demand for rental accommodation," says Juliet Hill from Knight Frank's Kensington Lettings Office.

Rental accommodation is scarce at every level of the market, agrees Yolande Barnes of Savills. More people are therefore renewing their existing tenancy agreements. It is a vicious circle affecting corporate and private clients alike.

The latest figures from Chestertons Residential reveal that the average length of both corporate and private tenancies has increased from 8 months to 10½ months since 1994.

Despite the lack of supply of good properties to buy, there are some basic guidelines for

would-be investors. Potential landlords should decide what sort of investor they want to be, says Ms Barnes. "Each type of investor should end up buying a different type of property, according to what they want from the investment," she says.

"Some older landlords want to invest for the rental income, some for capital growth in the long term. Equally, others want the best of both worlds, and some want to speculate on house prices over the next five years, so they are just looking for a rental income which will pay the instalments on their loan."

Mary Ryan, head of Lettings at Property Vision Management, agrees. If your motivation is rental yields, or you are looking for capital appreciation, or a bit of both, then this will ultimately determine where and what type of property you buy.

She says: "If you are driven by rental yields then consider buying a short lease, or somewhere less central such as Fulham, Clapham and Battersea. Also avoid properties with high service charges as this will ultimately knock down the yield."

"Prime areas like Chelsea, Kensington and Knightsbridge are better in terms of capital appreciation. When you are looking to buy purely as an investment you must think about what will appeal to a prospective tenant rather than your own preferences," says Ms Ryan.

Approaching a specialist agent such as ARLA members or the newly-launched Rental Investment Bureau run by Quality Street, one of the country's largest private landlords, makes sense.

ARLA agents and the Bureau will be able to match properties and potential ten-

ants and also advise on locations. Diana Rowell, head of Strutt & Parker London Lets, suggests investors take advice from local agents on what specific properties are worth, what should be spent on them, and what sort of tenant and how many of them, are currently looking in the area.

Rowena Wild, lettings director of Chestertons Residential, is keen to warn clients of the maximum rental levels, which by their very nature, many properties impose upon themselves.

"The first thing we will stop landlords from doing is spending too much money. For instance, an apartment with no car-parking, will have a self imposed maximum rental level, as will a flat with four flights of stairs, or a house not considered in rental terms to be in a prime location," she says.

Location is a major factor in the financial value and returns on a property. Properties in central London should be no more than a ten-minute walk from a Tube station, and within easy reach of facilities such as dry cleaners and shops, says Ms Ryan.

And if you are aiming for a corporate tenant do bear in mind the demands of American and Japanese tenants. They value security more than anything else, says Ms Rowell, and are easily swayed by the social cachet of the best addresses.

Property Vision Management 0171-623 7888  
Knight Frank Kensington Lettings 0171-937 8203  
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## 4 PEOPLE &amp; PROPERTY

Marcus Binney takes a grandstand view of the more unusual small historic buildings that have been converted for domestic use

## Pick a winner in the stands

**W**anted: one Air Vice-Marshall with an interest in the Turf to complete the restoration of one of Britain's most unusual small historic buildings.

This is the 18th-century grandstand, the only one of its kind to survive in substantial condition. It was built for the Marquess of Exeter at Wothorpe on his estate near Stamford, in Lincolnshire, with a first-floor room reserved for the gentry and the display of the Stamford Gold Cup, now on show at Burghley House.

Today it provides a grandstand view of a rather different kind, for just three-quarters of a mile to the south is RAF Wittering, home of the Harrier Jump Jet. As I arrived, I was treated to a mini-Farnborough air show with clusters of helicopters banking dramatically as they came in to land.

The reason why this particular listed building is a snip at £130,000 is the noise. The good news is that the Harrier does not fly at weekends and the new double glazing is effective (indeed, if you opted for a third layer, it might be quiet enough for a recording studio).

The grandstand has been saved from ruin by Jennifer Freeman, a former secretary of the Victorian Society whose husband is the Public Services Minister, Roger Freeman. She cut her preservation teeth with the New York City Landmarks Preservation Commission, and has set up her own small company to rescue historic buildings in extreme distress. The work has been aided by an English Heritage "Buildings at Risk" grant.

When Mrs Freeman bought the Wothorpe Grandstand and just over an acre of ground from the Burghley estate, there was no roof, no floors, no ceilings, and just three external walls rising to eaves level. Even so, the extraordinary architecture of the two side walls made it clear that this could become a gem

once again. Like a miniature Roman theatre, the design was made up of arches — a full arcade on the ground floor and the semi-circular lunettes, known as Diocletian windows, above. This is Middlemarch country (the television version), so there is a wealth of masonry detail, big bold quoins at the corners and emphatic keystones to every arch.

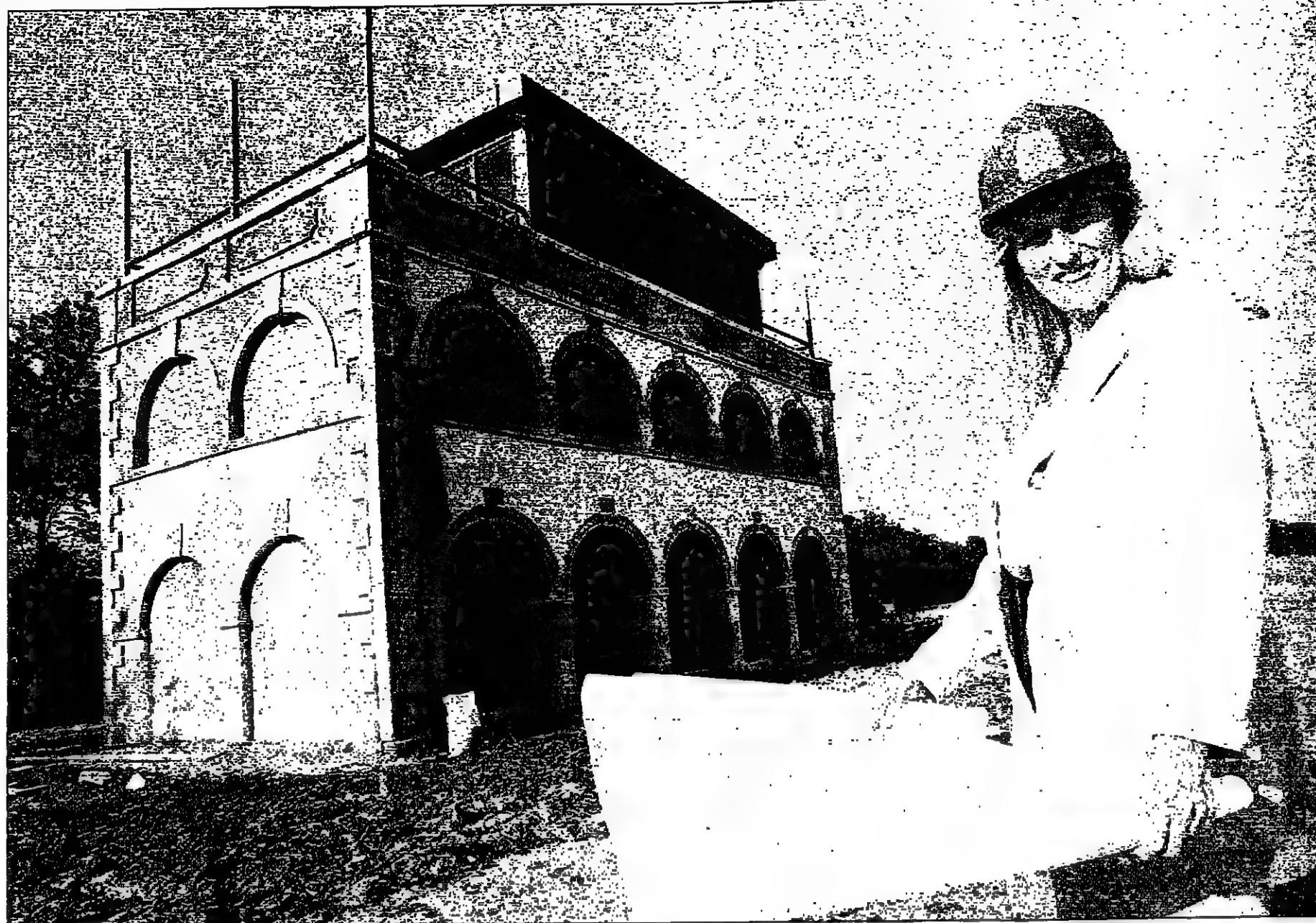
Photographs taken in the 1950s and 1960s recorded the collapsed arcade, and some of the stonework was subsequently found on the ground and re-used. A small drawing by a local artist in 1820 showed a top storey, and the architect, Brian Austin, has recreated this stylishly in a modern idiom.

A detailed survey by Donald McKee, a building archaeologist, revealed that there had been a kitchen and wine cellar in the basement, that the ground floor had been open and that the first-floor room used to have wooden shutters rather than windows. Originally there were two staircases, one for the servants and another for the gentry. Wothorpe is now at a stage where purchasers can decide on any internal layout they choose. It could be fitted out with four bedrooms and three bathrooms, or the top storey could make a glorious studio workspace. Slightly tinted glass has been used to prevent it from becoming too hot on sunny days.

Floor to ceiling glass has been introduced behind the ground-floor arcade. This is the obvious place for a large kitchen with double doors making it easy to eat outside. In sun or shade. The new house has mains electricity, borehole water and its own sewage disposal system.

Outside, the walls have been rendered to the same gritty recipe that was found in old samples but then overlaid with a limewash mixed with coppers to create an ochre colour.

Mrs Freeman says: "An 18th-century grandstand was more like an assembly room. Race days were occasions for entertaining and for bumper feasts known as ordinaries. Cock fighting, travelling theatre and dances were another feature. Out of season the grandstand served as a cricket pavilion and as a venue for card parties."



The 18th-century Wothorpe Grandstand restored to its former glory by Jennifer Freeman, who set up her own company to rescue small buildings in extreme distress

1766 for the grandstand was retrieved and re-set near the entrance.

The grandstand was built not as some private aristocratic folly, but let on a 99-year full-repairing lease to a Stamford innkeeper, John Terment, who evidently was expected to provide abundant quantities of food and drink.

The early racecourse was oval, but at the beginning of the 19th century a straight mile, still visible, was introduced following the example of Newmarket. Old racing prints show there were once handsome Georgian grandstands at Beverley, Doncaster, Nottingham, Richmond and York. Of these little more than fragments remain, so Wothorpe is the lone survivor of a vanished world.

If you bought such a curiosity, you would want to have a reasonable prospect of selling it again. However, Quentin Jackson-Stops, who is handling the sale, has no qualms. "There's always a market for unusual properties," he said.

● Jackson Stops (01604 32991)



Wothorpe Grandstand before it was saved from ruin with the help of an English Heritage grant

## Rents and rentability in Austen's sensible city

Council tenants do not live in Grade I listed terraces, except in Bath. Christine Webb reports

**B**ath is such a photogenic city that it is often used as a ready-made filming backdrop. The new Joely Richardson film *Hollow Reed* is one of many shot there, but few film-makers would have been aware that they were looking at the most exquisite gems of council homes.

Among the 6,500 dwellings rented to council tenants in Bath are 800 Georgian homes, most of them listed. The jewels in this crown include number 11 Royal Crescent, six houses in the King's Circus and one in Argyle Street which is next to Robert Adam's Pulteney Bridge.

All appear on postcards of Bath and could lay claim to being the most photographed council homes in Britain.

Jackie and Kevin Cope live in a spacious maisonette in the King's Circus, a Grade I listed circular terrace built in three segments of ten houses by John Wood in the 1750s. The council owns six of these houses, which are converted into flats. Rent for a two-bedroom flat such as that of the Copes, which has a 25-square-foot living room, plus a second reception room, is about £70 a week.

"We get lots of tourists, even the cat and dog have been photographed," Mrs Cope, a care assistant, says. "We've got a plate on the front of the house saying 'Major André, a British spy, lived here', and people stop to read it. We had to move the telly because they would see it through the window and stop to watch, especially if football was on."

"We back on to the Assembly Rooms, where important functions take place and we've watched the Princess Royal from our breakfast room window, but when we filmed John Major, his security men checked us out in case we were armed."

"Because it's so unspoilt, television companies and movie moguls are always filming in the

Circus. We've been living here for six years and we've got quite blasé about it. Anjelica Huston was here last January filming *Buffalo Girls* for American TV. *The House of Eliott* crew were regulars, and scenes for Jane Austen's *Persuasion* were filmed in the Assembly Rooms." The BBC has also filmed scenes there for a six-part period drama, *Harvest Moon*, due to be screened next year.

The preservation laws are very strict. Scenes for Fay Weldon's *The Cloning of Joanna May* were filmed in one of the houses, and the television crew had to get special permission to paint the front door black. This was granted, but for only 24 hours. So it was painted on Friday, filmed on Saturday and painted white again on Sunday.

"We have to be careful to keep our satellite dish hidden, it's tucked between two roof slopes where no one can see it," Mr Cope, a caretaker, says.

"We can't double-glaze the windows, which are draughty; we can't paint the windows anything but white, and we can't even put a hanging basket outside. The council maintains them well, the exterior woodwork is painted every four years, and surveyors are sent to make sure the scaffolding doesn't do any damage."

"We can't help noticing the tourist buses in the summer, the fumes killed all the plants in our basement garden this year. People are shocked when you write your address on the back of a cheque — the price goes up straight away. We get lots of comments about how lucky we are to live here, and we are."

Daunting maintenance costs have stopped many tenants from exercising their right to buy but those who have — about 200 — have snipped themselves a bargain. Perry's estate agents is about to market a one-bedroom flat in Camden Crescent at £49,950. It



Grade I living: 11 of these magnificent houses in the Georgian Royal Crescent in the centre of Bath are let out as council homes

was bought by the tenant for £36,000 five years ago — not bad for a slum, even if the property has been improved. A woman in Argyle Street bought her flat for about £40,000 when it was valued at £70,000.

"Period former council flats don't come on the market too often, and when they do prices reflect the fact they have been council-owned," says Mick Ringham, spokesman for the Bath Auctioneers and Estate Agents Society, whose own George Street office was once the home of the Countess of Huntingdon, and is itself a council property, the upper two floors being council flats.

"Sometimes the apartments have been carved up, or the halls

are ugly, with lino floors. This is very mixed housing. A ground floor two-bedroom former council maisonette in the King's Circus might go for £120,000, while it could fetch £165,000 if it was in private ownership."

**H**ow did the council come by its treasure trove? Some houses were actually built by the council in the 18th century, for example whole blocks from Alfred Street to Bennett Street and from Oxford Row to Bartlett Street.

"The city council got involved in the 18th century building boom that saw Bath grow from 3,000 souls in 1700 to 33,000 in 1801," Graham Davis, a local historian,

says. Others have been acquired by the city fathers since the war as council housing — they are anxious to maintain the properties and Bath's reputation as one of the most beautiful cities in Europe.

It is thought that some were bought after being damaged during the Bath Blitz of April 26 and 27, 1942, which destroyed or badly damaged 5,000 houses.

In 1973 several hundred units, including some in Great Pulteney Street, were bought en bloc as tenanted properties from the Bathwick Estate Company. The council feared the mostly elderly tenants would suddenly become homeless, and some of the buildings were also in sore need of repair.

Among them was the building in Argyle Street where Sylvia Yeomans' top floor flat next to Pulteney Bridge overlooks Pulteney Weir and has grandstand views of Bath rugby ground. She swapped her London council flat with a Bathonian who wanted to move there.

"Downstairs there used to be a pub which Charles Dickens used to frequent," she says. "I'm thinking of buying this place eventually, I love it, and I'd get 65 per cent discount on it because of the length of time I've been a tenant."

"I've seen my flat on key-rings, tin trays, post cards and tea-towels — in souvenir shops all over the place."

The tenants of the Royal Cres-

cent flats declined to talk to *The Times*. But Nancy Russell, 75, was happy to chat about her gracious one-bedroom council flat in The King's Circus which costs £50-£60 a week to rent.

"I have only four rooms but they are very spacious, I've got a kitchen you could dance in. It is a hard place to heat, neither a door nor a window fits, but the council is doing a great job," she says.

"The windows are so large the curtains need yards and yards of material, and the ceilings are high which demands more heating. I feel the cold because my husband, Charles, was a pilot with Singapore Airlines and we spent many years in the Far East. While I was in hospital a while ago, the council put central heating in for me."

"The council wants tenants who will look after these buildings — I was drilled on that before I moved in six years ago. The flat has lovely marble fireplaces and mouldings all around the ceilings."

"Film companies have filmed the entrance hall with its three beautiful Italian marble pillars which are as cold as ice, winter or summer. I'm very comfortable here. I love the flat and I'm very happy. I can't fault the council, it has been wonderful."

**P**at O'Driscoll, the head of housing management at Bath and North East Somerset Council, says: "Council policy was to acquire property, so we are unique in having a lot of Georgian housing stock in the city centre. These flats are very large and repair bills are high, but it's good to be able to offer council housing in the hub of the city, it keeps it alive."

There is also a great deal of privately owned housing, so all kinds of people have the chance to enjoy living in the centre of Bath.

"Now that the two authorities of Wansdyke and Bath have merged, we have inherited two methods of setting rents and we are looking at a points scheme that would take into account where a property is, its size, etc. We will expect people to pay a reasonable rent — a rental is going to the housing committee — though it does not mean rents will go up."

● Bath, a New History by Graham Davis and Penny Bassall was published this year by Keele University Press, price £12.50.



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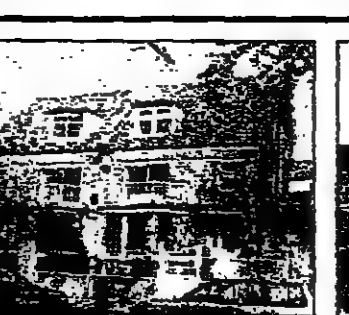


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Rachel Kelly explains why the Irish like to buy property at auction and points out the pitfalls for foreign buyers

# How to be happy with your lot in Ireland

While the English like to buy through men in white socks who drive fast cars and use mobile phones, the Irish prefer to gather in a church hall, drink in hand, and watch the drama of an auction.

John Hamilton, of Jackson-Stops & McCabe, estimates that two-thirds of Irish property is sold by auction, the other third through private treaty or tender arranged by estate agents.

The Irish revel in auctions. It is not only a common practice but a way of life, and a "lovely way to sell", said Arthur Davies of the same firm.

"Competitive bidding is the way to get the best price, not only for an exceptional property, but also for

one that is stuck on the market," Mr Hamilton says.

Auctioneering has a long and prosperous tradition in Ireland: estate agents began as mostly agricultural auctioneers, selling machinery, farms, fence-posts, cattle and grazing. Estate agents are still commonly known as auctioneers.

Selling by auction in Ireland has no downmarket connotations, whereas in Britain auctions are mainly for properties that cannot be sold by any other means, either houses that need vast expenditure, or that have been repossessed.

In Ireland, auctions are used for all types of property, including commercial and farming estates. Generally speaking, houses worth more than £150,000 are always

auctioned. Demand for more expensive property is fuelled by foreigners who should familiarise themselves with auctions. Five years ago, more than 80 per cent of the buyers for large properties were German, said Andrew Hay from Knight Frank. Now there is a mix of Dutch, German and UK buyers. They seek a quiet retreat, away from the pressures of more urban areas. And there are fiscal advantages.

Foreign domicile rules mean that you have to be in the country for more than 129 days before being deemed a resident and liable to pay tax on income earned in other countries.

Typically, the property is launched by a three-week advertising campaign in the national press.

Then there is a timetable for sale and completion. Sometimes a property sells after an auction, the auction room serving to winkle out serious buyers. An auctioneer may well withdraw to the bar, and for a short time will discuss with anyone who has already bid. Contracts are routinely exchanged on the bar counter.

Agents advise prospective buyers to go to several auctions before taking part. Visit the property to check that it is in a condition with which you are happy. Ask a solicitor to check the property's history and deeds and ensure that a survey and valuation are carried out.

Check for planning applications that affect your chosen house, and arrange your finances: a 10 per cent deposit is payable on the day in cash, and a banker's draft, building society or solicitor's cheque and proof of identity is required. The balance is due 28 days later.

Check the catalogue to ensure that your property is still available as it may have been sold privately. Before bidding, decide on a maximum bid and keep to it. Finally, know your lot number: obvious but vital. When the hammer falls, a binding contract has been established.

The advantages of buying at auction are obvious," Mr Hay says. "From the buyer's point of view, the fall of the hammer means the property is his.

"From the vendor's point of view, the fall of the hammer signals the signing of the contract and the non-refundable 10 per cent deposit. This eliminates the unpredictable period between receiving offers and exchanging contracts.

"There is a definite timetable of advertising, sale and completion. The auction also means that competitive bidding can often raise the price to a level higher than would have been achieved through private treaty sale, for example.

When Baldonnel House, Baldonnel, eight miles from the centre of Dublin, was sold last month, the guide price for the five-bedroom Victorian residence set in 63 acres and in need of extensive modernisation (there was no electricity) was £1800,000.

Bidding opened at £400,000 and the hammer finally came down at £1810,000.

The success of auctions is self-evident. According to Hugh Hamilton, of Hamilton Osborne King, 50 per cent of houses sell under the hammer, 45 per cent before or after the auction and only 5 per cent do not sell.

The disadvantages include the unpredictability of the final sale price (with a private treaty you know how much you are bidding) and the necessity for a split-second decision. But, as Robert Ganley, of Ganley Walters, the Dublin branch of agents Strutt & Parker, said: "We are a nation used to the auction system."



Going, going, gone: the Wardrop family successfully sold their Georgian house by auction

## Experts at game of bluff

"I KNOW the English all sell by private treaty or something but it is not how things are done over here," says Eric Wardrop, 52. "If you want to buy a cow or a horse or anything, it's the same. You do it by auction."

Mr Wardrop, a retired Guinness sales executive, has recently sold Kellsgrange House, Kells, Co Kilkenny, by auction. It is a spacious Georgian house in good condition with six acres of land, and Mount Juliet Golf Club, home of the Irish Open, next door. As a desirable property, Kellsgrange House was put up for auction as the method of sale that would generate the highest price.

Mr Wardrop did not originally plan to sell. "The local estate agent contacted me, wondering if I could be tempted into it, as he had a lot of interest. They know all the houses in the area with good potential. My family wanted more land as they show-jump, so I was happy to move to a nearby farm."

The viewing period was set at eight weeks, during which time at least 60 people saw the house. Sixty per cent of these were English.

The auction took place one Wednesday afternoon this month in the Clubhouse Hotel, Kilkenny. "There were 40 people in the room," recounts Mr Wardrop, "but only eight bidders. These were solicitors or estate agents. People normally like professionals to bid for them, as sometimes the whole process

Auctions are an everyday event in Ireland but always draw a crowd, says Tom Newton Dunn

can get them very carried away." The auctioneer was Mr Wardrop's agent.

The vendor does not traditionally attend the auction. "I was outside the room, but you can be sure I had my ear pressed up against the door," says Mr Wardrop.

The guide price was set at £1250,000 (£245,000) which was fairly conservative, to get more people interested. The bidding started at £180,000 and went up quite quickly to £1276,000 but then stopped. As this figure was below the price Mr Wardrop wanted, the auctioneer "withdrew" the property.

Only 15 minutes of open auction is rare, Mr Wardrop says. "Auctions can go on for hours. I was at one recently where there were 10-minute gaps of silence between bids. They all sat there scratching their heads, looking at the ground. It is like a game of poker as the agents suss each other out. They get quite skilled at the business. That's why people turn up to watch. If you

haven't seen one, you really should go."

Custom dictates that after the highest bidder has one hour to come to an agreement with the vendor, otherwise other bidders are brought in.

Negotiations, therefore, then began in a corner of the bar between the auctioneer, acting for Mr Wardrop, and the agent of the highest bidder.

Mr Wardrop was in the opposite corner. "They would come over with the latest price to ask if I liked it. We call this horse-trading. I eventually settled with £1330,000. I knew how high I could afford to go because in the meantime I was having a quiet word with another bidder who would have given me about that price as well. I suppose that sort of thing is not formally allowed but it always goes on, it's part of the game."

The deal was sewn up one hour and five minutes later. Kellsgrange House was bought in trust for an unknown purchaser, who was required to hand over 10 per cent of the price immediately. The local press speculated that the buyer was Michelle Smith, the Irish swimmer who won three Olympic gold medals at Atlanta this year, as she had viewed the house.

"I was very happy with the price," concluded Mr Wardrop, "but it must be a very frustrating business for the unsuccessful buyers, as they often put in a lot of work."



Up for auction through agents Knight Frank and Hamilton Osborne King is Ardbraccan, in Navan, Co. Meath. Offers in excess of £900,000 will be considered when it goes under the hammer (date yet to be set). The property is an "outstanding 18th-century Palladian mansion standing in a park of 120 acres". It has three principal bedrooms and five further bedrooms

Christine Webb finds a 15th-century hunting lodge on the market for the first time since 1688

## Family to end 300 years at Chaceley Hall

Ancient Chaceley Hall is like an old friend to the Lane family, who have lived there since 1688, but they are about to kiss it goodbye: it has just gone on the market for the first time in 300 years.

The Grade II\* listed farmhouse at Chaceley Hole, near Tewkesbury, Gloucestershire, has gained various extensions and the odd wrinkle since the original house was built as a hunting lodge between 1418 and 1470.

At that time the area was a vast woodland, and the huntmen kept birds of prey in the loft. The lodge was an oak-framed wattle-and-daub box on a stone base, but in the 16th century the north and south wings were added, plus carved oak barge boards, including one on the west gable which still clearly shows a vine with grapes and a fox, possibly a reference to Aesop's fable.

The house has witnessed the taming of the land by its occupants, and, perhaps, the odd Civil War skirmish, and has gained the air of stoic serenity that comes with great age.

Yeoman farmer John Lane was living there in 1688, the year his son William was born. At some time, another small brick dwelling was built a few yards away, and was inhabited by the Beale family. William eventually married the girl next door, Elizabeth Beale, a wise move, as after a time the two dwellings were joined by a red brick extension which now forms a huge farmhouse kitchen.

The family's accounts reveal that in 1761 a year's wages came to £5, plus 2lb of wool and one shilling "in earnest", which was to seal the hunting bargain. In 1780, eight pigs sold for

£7 16s. At harvest, people worked for bread, cheese and cider.

Successive generations of the Lane family are buried in the churchyard of St John the Baptist Church, Chaceley, where the name Lane first appears in records in 1670, and where the Hall's current owner, Roger Lane, has been a church warden for eight years. His father, William, was a warden there for 45 years, his grandfather, Henry, served 12 years, and great-grandfather George 40 years.

"George, who was born in 1839, was an excellent carpenter. We still use a round oak table he made," said Mr Lane. "He was a good shot too; he won two silver cups at shooting matches while in the Worcestershire yeomanry, one in 1866 and one in 1871."

Mr Lane will be moving house for the first time in his 46 years when a buyer is found for Chaceley Hall and its adjoining cottage, which is being marketed at £325,000 by Strutt & Parker's Morston-in-Marsh office.

He, his wife Rose, with Andrew, 14, and Emma, seven will live in a four-bedroom bungalow being built on land they own nearby, a move that will enable them to diversify and reinvest in their farmland.

When they finally pack up the silver shooting cups they will have a mammoth task - they will be packing for eight generations.

"We have copies of the *London Illustrated News* going back to 1863, we have a pair of the leather leggings my father wore over breeches before Wellington boots were worn, and we still have the cider horns used by the family for goodness knows how long," he grinned, producing



Roger and Rose Lane are selling Chaceley Hall, which dates from between 1418 and 1470

hollowed-out cow horns from a cupboard in the vast kitchen. "I don't believe these cups have ever been washed, they thought if they did it would spoil the taste of the cider."

At one time, 3,000 gallons of cider were made with apples from the farm's own orchard, pressed at its own mill, stored in the cellar under the kitchen, and used for barm, as well as at harvest time. Mr Lane plans to take the huge cider millstone with him to his new home.

With it will go many happy memories: Mr Lane recalls how the cider cheese left from apple pressings was dumped in a field to be found by the farm's unsuspecting pigs which, after staggering drunkenly about the field, slept off their hangover for several days.

The family has a collection of horse brasses and can remember shire horses working on the farm until 1952. "We had an old curhorse called Short because he was so tall, and a

mare called Bonny, and I remember a cob who kicked the hen-house to pieces because he wanted the chicken feed."

"When I was eight, my parents went into town one Saturday when I had a friend come to play. We harnessed a shire horse and hooked up the cart and went to gather some wood. But a log I threw at the cart touched the horse's rump and it bolted, luckily missing the trees in the orchard. We came running back to the farm to find the cartwheels stuck in the door of the stable where the horse had tried to get back in."

He remembers how the milk churns travelled by rail, and mushroom-picked from the fields were also sent by train to market.

Hooks from the old bacon rack still hang over the Rayburn in the kitchen, and the family's Sunday joint always came off the farm. Under the vinyl flooring are the original stone flags, while the floors

in the corridor leading to the large dining room and a drawing room are undulating old oak.

The house is currently arranged with four first-floor bedrooms and a disused room on the second floor, but a new owner might consider rearranging the first-floor rooms to allow staircase access to a third floor which is used by the Lanes as an attic but could provide one or two extra rooms.

Mill Cottage, which incorporates the old dairy, was refurbished four years ago to provide a cosy two-bedroom home with a garden.

Mr Lane chewed over the move for five years before deciding it was the best way to preserve and develop the rest of the farm for Andrew, who hopes to go to agricultural college before continuing the long farming tradition at the family's 100 acres, now used for arable and beef farming. "It's sad to go, but we'll only be down the lane from the hall and will be able to wave as we pass," he said.

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# Cottage industry takes on new look

For four years, Mouse to Mouse Resuscitation has drawn business to Maiden Newton station in Dorset more precisely, to Boon Telecottage, housed in the former waiting room and station master's office, circa 1850.

**Sally Watts says the workplace is undergoing an unlikely revolution**

Boon's Mouse to Mouse Resuscitation scheme advises companies on equipment, which they install and ensure works productively. The telecottage also hires out equipment to allow small firms to experiment.

This month Boon moved to newly built premises with a Victorian appearance in Dorchester. They form part of a housing and light industry scheme blending modern and period styles. The Foundry Development is a joint venture by West Dorset District Council and C.G. Fry & Son Limited.

Boon typifies many telecottages, or telecentres: a drop-in centre in unlikely premises, bringing training and employment to rural areas, combined with business services.

Drew Llewellyn, Boon's manager, says clients range from businesses in London and Birmingham to farmers and fish farmers.

In 1993 Britain had 60 telecottages. Today there are

nearly 160; by the new century there will be 250. Cottages sometimes grow on an existing business; others are supported by local authorities and enterprise agencies through the European Union. Some are community centres, others grow into successful businesses.

The first cottage opened in 1990 in a converted cobbler's shop in the Forest of Dean. The latest started this summer in a flat above Barclay's Bank at Acle, Norfolk. In Wiltshire, Codford's cottage supplies business services and a Job Centre noticeboard in the village hall, while Mere's is located in the library, to which it offers facilities in return.

Old buildings are often adapted. In Wales, a school and a mill were converted and in Derbyshire, the Peak Park Trust converted a listed farm-

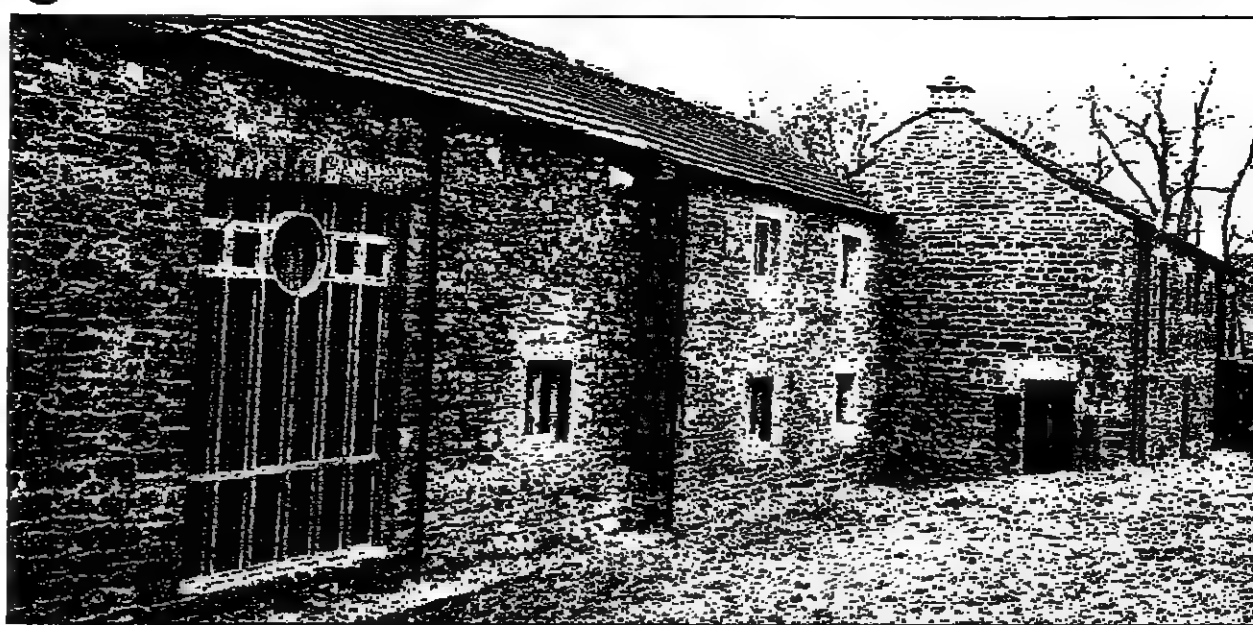
house and barn into the Ellis House telebusiness centre.

Between the channel and the mountains at Sutherland, storage for venison is now a teletraining centre, supporting small businesses with three workers, an Investors in People Award and plans for doubling its size. At the Isles Telecottage in the Shetlands, adapted from an agricultural storage site, crofters learn spreadsheeting with salmon farmers and disabled people.

Many telecottages specialise in business or professional work. Suggestions in *The Teleworking Handbook* include a European translation service, publishing, audio-visual conferences, data conversion, book-keeping and accountancy and computer-aided design.

Kite (Kinawley Integrated Teleworking Enterprise) is a successful, purpose-built cottage, including pre-school facilities, on a greenfield site in West Fermanagh, Northern Ireland. Sixty per cent of its business is North American, handling hospital and recruitment agency records via e-mail at competitive rates.

Telecottages will increase because they meet changing ways of working. One example is the virtual office service, giving smaller businesses a



Ellis House in Derbyshire was converted from a farmhouse and barn into a telebusiness centre by the Peak Park Trust

"front". Reply Lines provides an address, handles calls and correspondence, delivers messages (e-mail, fax or pager) and dispatches their literature. The centre, in an old Edinburgh townhouse, has clients all over Britain and is active nearly 16 hours a day. Business has grown 400 per cent in the past year.

Remote office services is another developing area, in which companies such as Rank Xerox set up distant telecentres to handle team work. This can reduce company costs and bring employment to poorer areas.

Some county councils are establishing telecentres. Surrey's high-tech centre opened

last month in a listed Edwardian house at Epsom, where training standards officers and social workers "hot desk" two days a week. They save employees' time and travel, while reducing overheads.

Rural areas can expect a busy future. A £5 million scheme for Devon, Cornwall, the Scilly Isles and Somerset

will provide information, work and training. Village halls will gain telecottage facilities through a project by Action with Communities in Rural England and backing from the Millennium Fund.

● The Teleworking Handbook, published by the Telework, Telecentre and Telecottage Association £13.95 (0800 616 008).

## IN BRIEF

THE Warwick-based property developer IM Properties has combined with Birmingham City Council to save a forgotten historic building from demolition.

The importance of the 1920s neo-classical building which was the former head office of GEC at Witton, Birmingham, was only discovered as the property company began to demolish redundant industrial buildings on the 32-acre site being developed as Junction Six Industrial Park.

It was one of the first examples of the architects Wallis Gilbert and Partners who later designed the Grade II listed Firestone building in London. The now renamed Wallis Building has been Grade II listed and is being refurbished at a cost of more than £3 million to provide offices and production facilities behind the original 1920s facade.

■ Texas Instruments have adopted an expensive marketing ploy in order to attract a new occupier for their former headquarters, Bedford Heights, Bedford, by offering £1 million to any company leasing the whole of the 166,400 sq ft building.

■ A £13.5 million Holiday Inn Crowne Plaza is to be built at Princes Dock on the Liverpool waterfront, with the backing of the Merseyside Development Corporation, which has provided a £4 million grant. The 174-bedroom hotel includes a 700-seat conference hall and health centre, and will stand opposite the Royal Liver building.

■ Chesterton plc has been appointed by Property Enterprise Trust, majority owner of Exchange Quay, Salford Quays, Manchester, to market the 180,000 sq ft remaining unit in the largest single speculative office development in the North West.

Christopher Warman reports on an area that is making the most of its excellent road, rail and Tube connections



The Disney-owned Centre West has the potential for a further 85,000sq ft of offices

## Hammersmith fights back

RECENT deals in Hammersmith have had a marked effect on the market there, helping to reduce a vacancy rate of 33 per cent when the market was in the doldrums in 1993 to 7 per cent this year, according to a survey by Lambert Smith Hampton, updating a report it published three years ago.

The firm says there is little development in the pipeline, which means that the rental growth of 20 per cent in the past 12 months is likely to continue until the previous highest rent of £32.50 sq ft is bettered in the short to medium term.

Hammersmith has an office stock of 5.4 million

square feet, of the largest in London. The area acquired prominence in the late 1980s because of its road, rail and Tube connections, but suffered badly in the recession.

The Ark, alongside Hammersmith flyover, stood for years as a reminder of the late of many buildings completed just before the recession but now all 147,000sq ft of it is leased to Seagram at £23.50 sq ft. Last year Disney leased 140,000sq ft of the Centre West scheme at £25.50 sq ft from Slough Estates and Hypobank, and later bought the freehold for £88 million. This year Slough Estates sold

the remainder of its freehold interest to Disney for a rumoured £50 million, so that in effect Disney now owns the whole site, which includes potential for a further 85,000sq ft of offices.

The result is that "the previous flood of vacant space is rapidly turning to a drought, with no prospect of any substantial new development flowing on to the market in the immediate future," Mark Tillson, head of business space at Lambert Smith Hampton, says.

The one big scheme under way is that of Hammersmith Embankment office park, which has the potential for

732,000sq ft of offices. BZW and Landmark Developments are behind the scheme. Knight Frank, the agents advising BZW and Landmark Developments, say the first two buildings are designed to provide 125,000sq ft and 66,650sq ft of space, each with parking.

The developers have completed the riverside walk and a nearby residential development. The next phase involves the upgrading of the adjacent park. The development has almost 300 parking spaces, compared with 76 that would be available under more recent planning guidelines.

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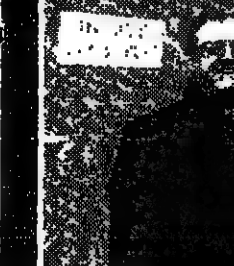
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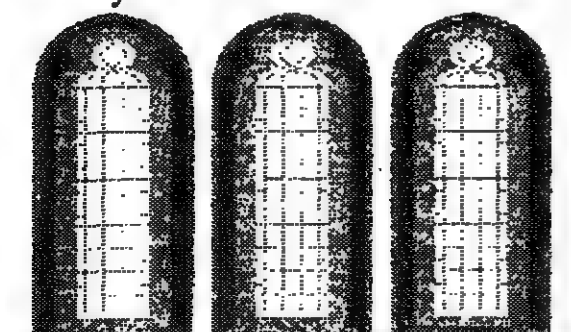
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## SOUTH

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## MIDLANDS

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Immaculate refurbished, 3 bed family house, gas fire CH, double glazing, new roof, secure private side vehicle entrance to existing business, 2 storey outbuilding - £30k? Uses as storage workshop/offices & garage, also 2nd detached garage. Nr Birmingham Airport (20 mins). M42, M6, M1, M40.

£87,500.

Tel: 01203 691679.

### STABLEFORD HALL NEAR BRIDGNORTH

Luxury home. The home is a Barn Conversion set in delightful mature grounds that are maintained 3 bedrooms, 1 with ensuite Shower, bathroom, fully fitted kitchen, dining hall and lounge, beautifully constructed. Garage plus parking. Price £165,000.

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## NORTH



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01924 367173. £450,000.



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Tel: 01422 514334.

## EAST



### NR RUTLAND WATER

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£250,000.

Tel: 01604 32991.



### NORTHANTS

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### NR MILTON KEYNES

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### GAYHURST

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## WEST



### LOVELY STATION MASTER'S HOUSE

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## WEST

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## RENTALS



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## OVERSEAS

### SPAIN

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£45,000 ono

Fully furnished / (All papers held with notary)

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Enquiries to Thes L'Herpinere

0633 79084655.



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Box No 9589



John Young meets a woman who cheerfully admits she has become obsessed with returning historic Sinai House to its former glory



Kate Newton and Sinai, her moated manor house in Staffordshire. The two wings may originally have been two separate houses, built by monks in the late 16th century. Ms Newton hopes to take up residence next autumn

To convert a large, old and neglected house into a comfortable modern home without damaging the historic fabric is a daunting task for anyone. When the house is not so much old as a virtual ruin, and when the owner is a 31-year-old woman with a full-time job in public relations, it might seem a near impossibility.

But Kate Newton's sunny, relaxed disposition seems more than up to coping with such challenges. Three years ago Sinai House, a moated Tudor manor on a hilltop overlooking Burton-on-Trent, in Staffordshire, might have seemed beyond salvation; today the stone-masons are at work on the east wing and Ms Newton hopes to take up residence as lady of the manor next autumn.

"I was frankly looking for something a lot more conventional, such as a Georgian farmhouse in need of modernisation," she admits. "But when I saw Sinai it was a case of love at first sight."

On a sublime sunny morning it is easy to understand her infatuation. Even in its dilapidated state

the house is a beauty, with magnificent oak-beamed walls and ceilings and four splendid circular brick chimneys.

The two wings are thought to have originally been two separate houses, built by the monks of the nearby Burton Abbey in the late 16th century as convalescent homes for ailing members of the community and deserving laity. After the Reformation they were linked by a Jacobean central section to form a large farmhouse.

The most surrounding Sinai Park is fed by hillside springs which were instrumental in the development of the local brewing industry.

During the Second World War

the house was occupied by the Royal Air Force and suffered the usual depredations from use by the armed services. An attempt was made to alter the war to rehabilitate it by converting it into six dwellings for farm workers, but it was later abandoned. The house was condemned as unfit for human habitation and the space beneath the overhangs of the Tudor west wing suffered the final indignity of being embellished with brick and concrete walls at ground level to house a local farmer's pigs.

It was rescued from near-terminal decay in 1983 by Rodney Butcher, who planned to spend £650,000 on restoring it for residential use. But his company ran into

financial difficulties, and work ceased three years later. However, Ms Newton is happy to concede that without his intervention the place would probably have been beyond saving.

Having been brought up a few miles away in Derby, she had heard of the house and learned that it was for sale but had no idea what to expect when she fought her way into the surrounding undergrowth. Enchanted but daunted, she made was she felt was a derisory offer of a fraction of the asking price. To her amazement it was accepted.

For the first few months she laboured single-handedly to remove the accumulated rubble, which filled more than a dozen skips.

Since then she has had to leave the task of restoration to stonemasons and carpenters under the supervision of Peter Brownhill, of Duvall Brownhill, a Lichfield firm of architects.

Restoration and replacement of the timber being carried out by Henry Venables, a company based in Stafford, which prides itself on employing traditional methods and materials and uses English oak wherever possible. Ten years ago Chuck Venables, great-great-grandson of the founder, set out to restore the fortunes of the then loss-making company, introducing an apprentice training scheme for a new generation of craftsmen, and promoting an "English oak revival".

knobs and all, to combat the vogue for bluish-free imported timber.

The company is environmentally aware, using mainly wood residues to power its processing facilities, and has also invested in forestry which, given the time it takes for oak trees to mature, is a staunch act of faith in the future. Its motto is to "use every part of the tree except the rustic of the leaves".

Its exports extend as far as the United States, the West Indies and Japan: its contracts in Britain include beams, flooring and paneling for the newly opened Globe Theatre in Southwark, London, and for the new home of the Mappa Mundi in Hereford Cathedral. It

has also been involved in restoration projects for Windsor Castle, St Paul's Cathedral, Stirling Castle, the National Portrait Gallery, and Magdalen and Lincoln colleges, Oxford.

Ms Newton is delightfully vague about the eventual cost of restoring Sinai, which she admits has become an obsession. She estimates the east wing alone will need £100,000, nearly half of which will be met by grants from English Heritage. She has failed to persuade English Heritage to contribute to the cost of installing a staircase because she cannot show where the original was, but praises the organisation for its flexibility. "All it really wants is to see the building saved," she says.

In the meantime, she has had to content herself with restoring the garden and planting trees and an orchard. She is keen to move into the house as soon as possible — electricity and water have already been reconnected — if only to deter vandals, mostly local children. "They call it the haunted house," she says, "and in a way I suppose they're probably right."

## Obsession: the story of the PR lady and the Tudor manor

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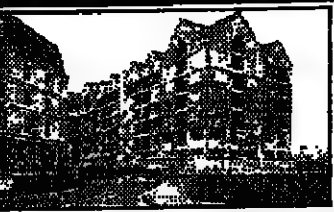
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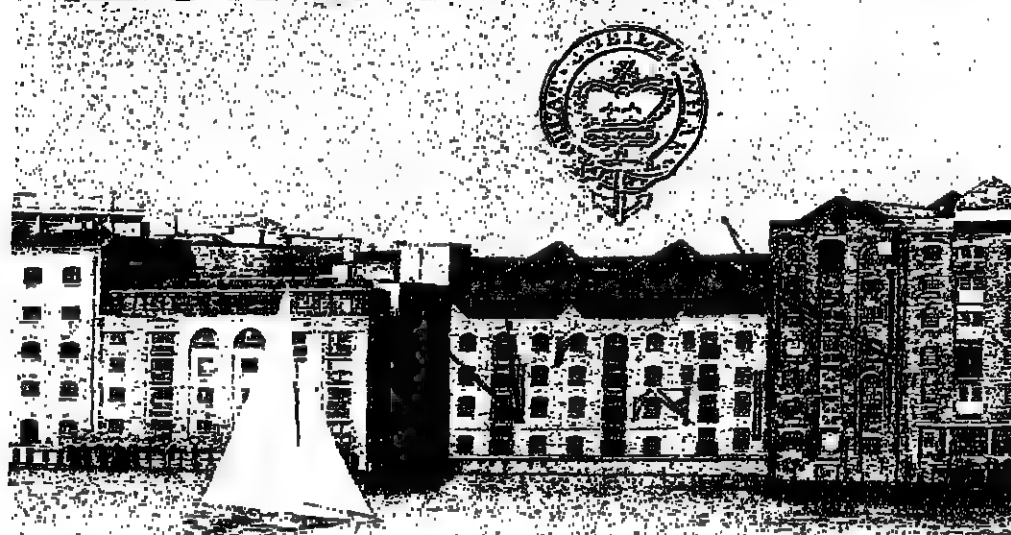
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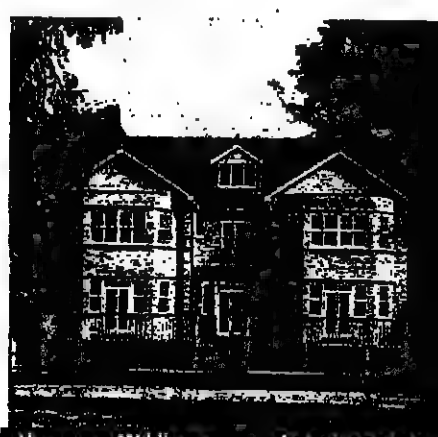
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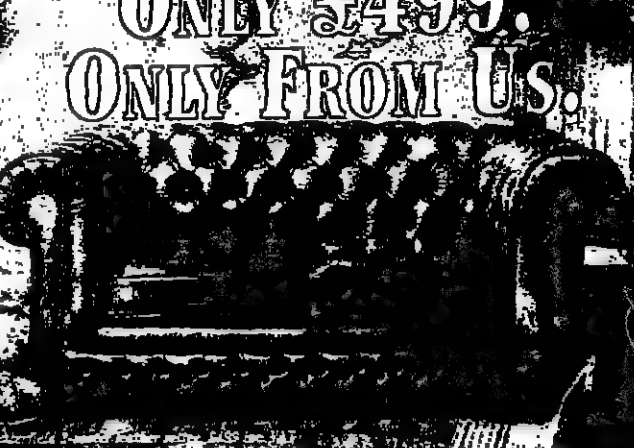
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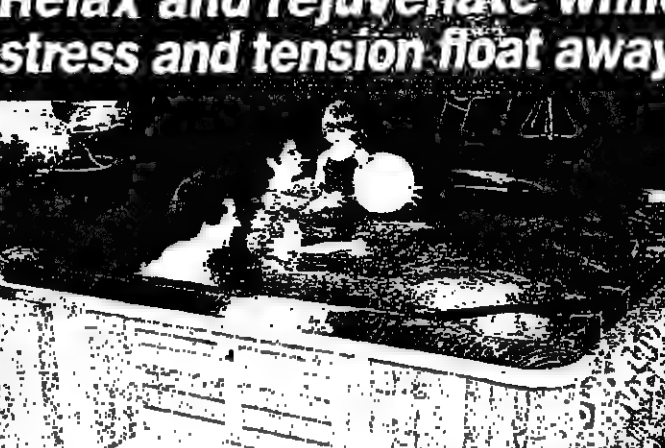
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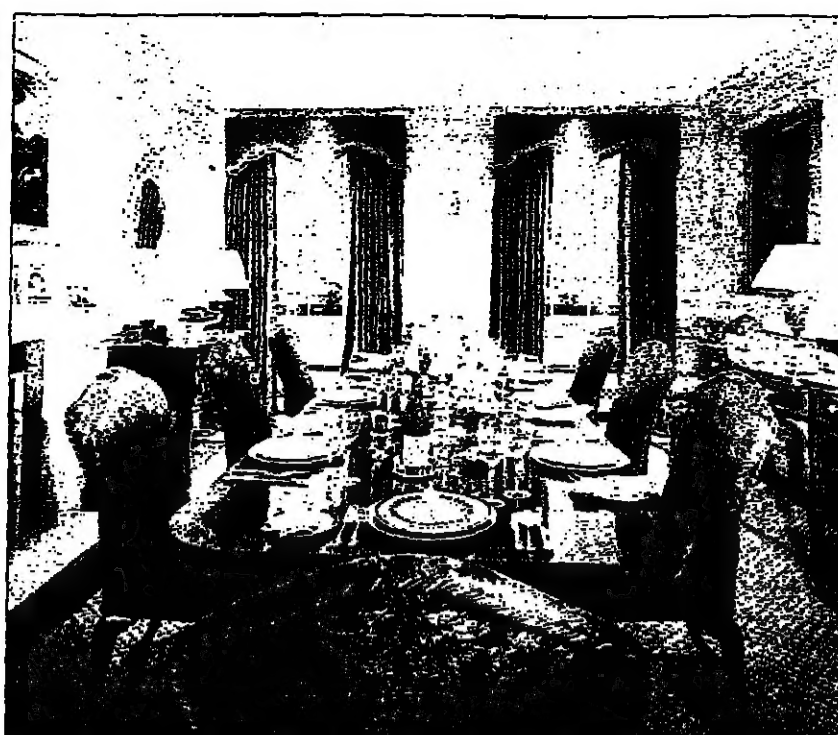
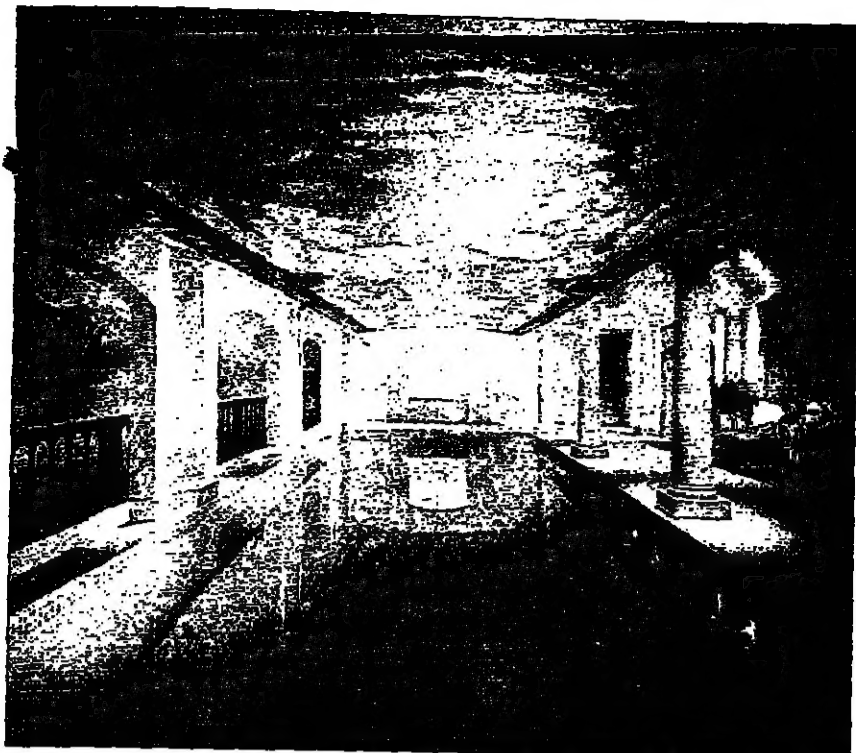
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## Live like a lord in millionaires' row

Fancy a house in a Grade II-listed Georgian terrace in London with swimming pool and a park-size garden? Take your pick from two dozen, says Rachel Kelly

To find one house in London with an underground swimming pool is rare. To find 25 in a row is exceptional. Earl's Terrace, which is parallel to Kensington High Street, in west London, lies tucked behind trees. The six-storey houses enjoy the three-acre gardens of Edwardes Square plus their own 100ft south-facing gardens. The pools lie hidden beneath their gardens.

Well, they will do. As yet, only the show house is completed and for sale at £3.5 million, without its antiques, but the price does include soft furnishings, curtains and carpets. The contrast is vivid between the perfectly restored house at one end of the terrace and the chaos of a mammoth building site that is the rest. Would-be buyers be warned: don't get lost as I did on the building site. The project is expected to take two years to complete.

The idea is that buyers will be able to choose between an underground pool plus sauna and spa bath, and a sports room. Houses with a swimming pool cost £250,000 more than houses with a billiard room.

The Grade II-listed Georgian terrace has been restored by Northacre, the developers led by John Hunter. The terrace was developed in May 1811, ten years after 24-year-old William Edwardes, the second Baron Kensington, inherited a 250-acre rural estate.

The second baron granted a 99-year lease to a Frenchman, Louis Leon Changer, and in October 1811, Daniel Sutton, a Wilton carpet manufacturer, bought the ground rents on the terraces. Subsequent residents included Mrs Elizabeth Inchbald, the novelist, dramatist and actress, who lived at No 4 in 1816; Thomas Daniell, the painter, who lived at No 14; the architect George Ledwell

**The terrace was once the home of actors, painters, scientists and poets**

Taylor, who lived at No 10; and William Haseldine Pepys, the man of science, who lived at No 11; and finally, George MacDonald, poet and novelist, who lived at No 12.

In 1910 Earl's Terrace was split into 125 self-contained one-bedroom flats, a warren of glorified bedsits. When Northacre bought the properties there were still 36 tenants. Only one complained about the development. Those who wished to stay have been rehoused

in newly converted flats at the end of the terrace. House prices start at £2.75 million.

Northacre has retained, restored and reinstated the houses' architectural features and period details from the classical facades, studded front doors and limestone and slate entrance halls, to the gently curving wood and wrought-iron staircases. Upstairs, the first-floor drawing room sports a corniced ceiling and marble fireplace, with three pairs of french windows which open onto an ornamental balcony to the front of the house.

Each house is equipped with fire alarms, video entry systems, hi-fi wired on every floor, TV and cable connections and the latest "scene-setting" lighting systems. The main rooms have air-conditioning which can, if need be, supplement the gas-fired centrally heated radiators and underfloor heating.

To the front of the terrace the cellars will be excavated and extended to create an underground car park, which will doubtless be a selling point particularly with foreign buyers. The ground floor houses the dining room and a kitchen and study overlooking the gardens. The master bedroom suite, with a fireplace, marble bathrooms and a dressing room, takes up the second floor. The top storey has three bedrooms and two more bathrooms. There are two



Weekend retreat: unwind under the arches with a sherry and the Sunday papers in this glorious sunlounge overlooking the gardens

extra bedrooms in the basement.

The show house has been decorated by Lifestyles, Northacre's in-house design company. A team of 60 people — from specialist painters and muralists to curtain hangers and carpet makers — worked for four weeks under the eye of Helen Green, the head of the design company. The cost was about £200,000.

"My idea of designing was that

the interiors should complement the impressive architectural details," Ms Green says. "The contents, silk, damask or taffeta, and the antique furniture came from all over the world. A lot of the wallpapers and carpets have been specially made and designed by me."

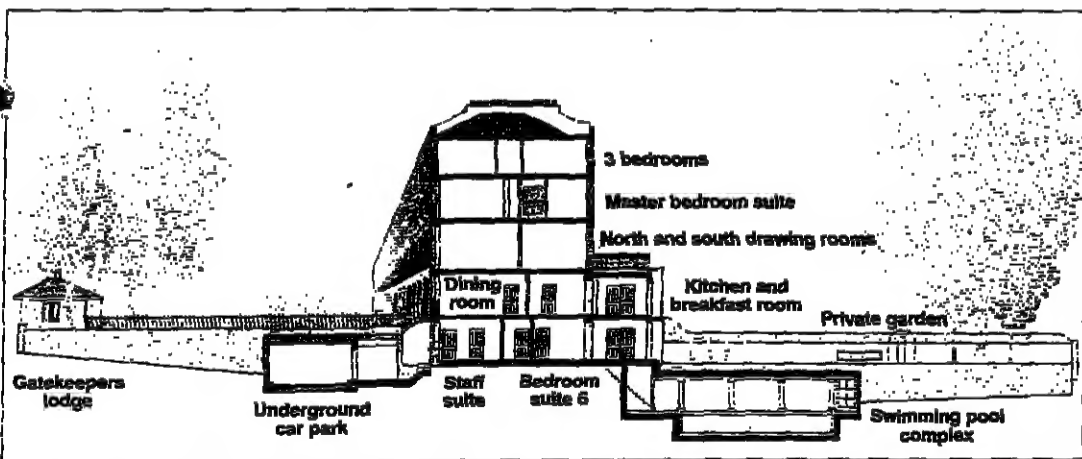
The gilt mirrors have been aged and the bedroom furniture painted. Ms Green rummaged in

antique shops and hunted out bargains in Bermondsey's Friday market. There is pink and white sprigged Sevres porcelain in the kitchen and cloth-bound old books in the sitting room. The idea is to create a lived-in look.

Would I buy one? The pluses are the undoubtedly pleasing proportions of the houses, the joy of a swimming pool and car park, 100ft gardens and the prospect of over-

looking Edwardes Square. I am not sure that I would want to be cheek by jowl with neighbours living in near-identical houses, for all the talk of bespoke development. And it is slightly too near to the West Kensington, Olympia end of Kensington.

There's real snobbery for you, but then one can afford to be snobbish if spending £2.75 million. If I had it, I would.



The project is expected to take two years to complete

Peter Brown learns how cherubs, nymphs, sundials and even weathered urns can make the least exciting back garden interesting

## Turn the garden over to the gods

Baron Dolf Sweerts de Landas Wyborgh is throwing his garden open to the public, by appointment. Not that he knows a daisy from a dahlia, you understand; but there's more to his garden than plants. "Just look at this," he says, pointing over a sundial. "A Thomas Wright, 18th century. These are making silly money at the moment." It is clear where his interest lies.

Dolf (as everyone calls him) collects and deals in antique statuary, much in vogue at present, and his gardens are currently being rethought by the designer Penelope Hobhouse to display his ornaments to best effect. This has provided her with an unusual challenge.

"In a sense, designing around a focal point is a help," she says. "It's rather like being told by a client that there must be a caenothus in a corner. But then, there's nothing permanent about Dolf's statues: they can be bought and replaced at any time." Her specified plants have been ordered, and transformation is under way.

Dolf bought Dunsborough a year ago. It dates from the 16th century, with Georgian additions, and its gardens cover nearly 10 acres. They include a sunken garden, a water garden with five descending ponds and a secret garden with a magnificent 300-year-old mulberry.

Most of the gardens are lawned and walled. Against one wall Hobhouse has designed compartments — a rose garden and a white garden — to complement

two antique patterned cisterns. Centrally placed, they seem to glow with new-found importance. "Originally," says Dolf, "they would have stood next to the house and you'd have washed yourself from them before you worried about the garden."

Dolf's theory of gardening is simple: in the beginning was the statue, probably a Greek or Roman god. The plants were an afterthought. Classical themes resumed their popularity when the Grand Tourists returned with souvenirs. And though most modern gardeners have no idea who these ancient gods were, we still go for them in ever-increasing numbers.

At Dunsborough, as you enter the gardens, an 18th-century marble Diana with hunting dog greets you from a gap between hedges. A few corners later, Mercury is poised on his plinth on a lawn by a pond. The convergent lines of the yew alley behind him set him off perfectly. "Early 20th century," says Dolf. "One of my favourites."

Padding like a huge but friendly bear through his open-air showroom of urns and busts, lions and eagles, fountains, armillary spheres and sundials, Dolf is obviously in his element. He loves antique statuary; but he came to it relatively late.

The son of a Dutch insurance



Dolf Sweerts de Landas Wyborgh with a lead American eagle, circa 1800, valued at £30,000

broker, he was educated in England, mainly at a school for dyslexic children near Rye. "It was wonderful. They felt sorry for us. I did very little work." After that came national service in Holland and, back in Britain, some serious property dealing.

"I used to convert barns in the West Country. Then I built boxes

in Manchester. Eventually I turned to my wife and said: 'I can't do this any more, I'm so bored.' I sold the last of my property interests three months before the crash in the mid 80s. It was sheer luck.

"I had nothing much to do, but a friend was in the architectural salvage business, and I started

driving round the countryside with him. He sold me some things, but I decided he was making too much profit. So I took some stuff to the Fine Art and Antiques Fair at Olympia and started selling myself. After property, it was very nice to sell things that can move."

Not that Dolf is in any obvious

sense a salesman. Speaking without thinking does not come naturally. "I hate all that," he confesses. He bought Dunsborough, mainly for its location at Ripley on the junction of the A3 and M25, but also for its history and character. "Elizabeth Taylor spent one of her wedding nights here," he remarks dryly. His wife Caroline and their four children love it.

Much of the land was laid out in the 1930s and '40s by Oliver Simmonds, MP, an aeronautical engineer, whose fortune, as Dolf understands it, was derived from the fortuitous purchase of the original design of the self-locking nut.

Simmonds built the gate house, with its gargoyles — "They're from the Palace of Westminster. The MPs get first choice when they're replaced." He also planted miles of yew and carved his initials inside the ornamental bridge he built over the mill stream. The carp below are said to be the descendants of those kept at Newark Abbey nearby.

Dolf is picking up where Simmonds left off, but in miniature, with Japanese temples in stone, placed to catch the evening sunlight. He stops at a cherub. "It looks," he says, "as if someone has taken pot shots at its bottom. Statues are often shot at, don't know why."

It is an eclectic collection, but

**A marble Diana greets you from the hedges**

dear. Two lions sit in the yard by the hothouse, ready for transportation to an antique fair in Basel. They have the faces of puzzled Pekinese. "Come off a town hall in Belgium," comments Dolf, who scours France and Germany for new wares. He dreams of discovering something valuable in an underground: no luck so far.

His prices start at £200-£300 for a small cast-iron urn, but most of the stock is £1,000-£2,000. Recently he sold a set of four French limestone busts for £150,000.

Ornaments, he says, will suit any size of garden. "Wall sundials and urns go particularly well in small gardens. If you're lazy it's a wonderful idea: put in one or two pieces of statuary and you can let the rest go, it'll still look good. With a magnificent piece you can make a small garden look wonderful. It draws everyone's eye. You achieve a great deal with very little."

Penelope Hobhouse suggests that statues can look good just placed in a border, with acanthus round them. "Anything with big foliage. A statue would look very good under *magnolia grandiflora*, with those big glossy leaves round about."

A flower bed has the added advantage of deterring theft, which is rife. Statues are heavy and it's harder to steal them when your lifting device is based on soil. These days the gods are fitted with electronic alarm systems.

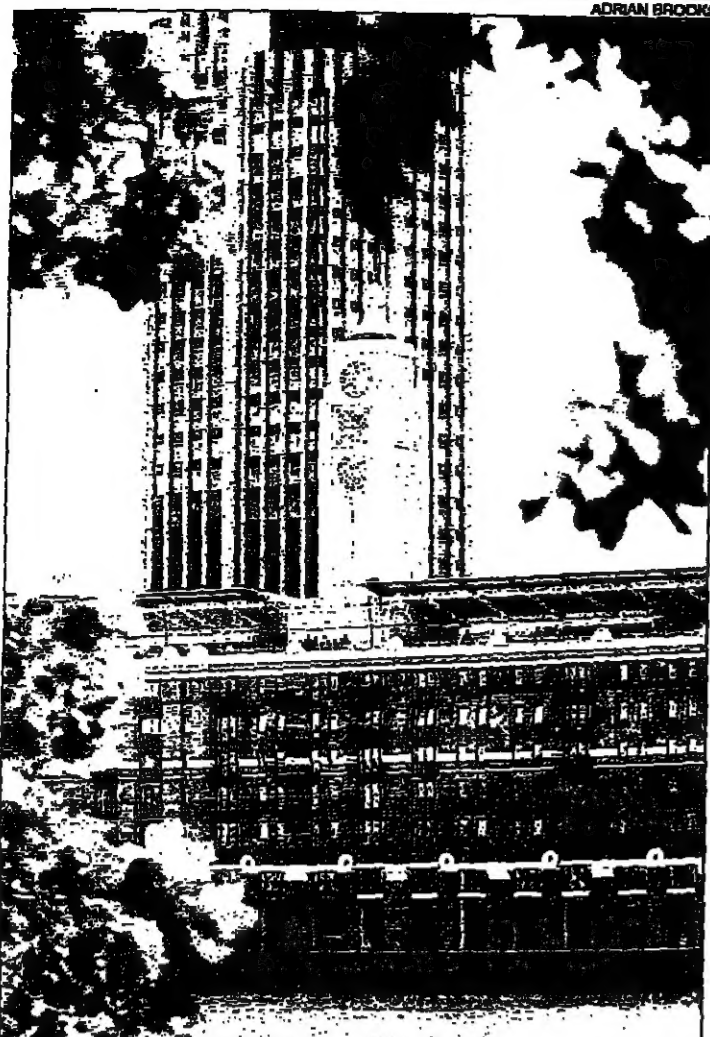
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Amanda Loose explains how side-by-side to London's most fashionable eaterie sits a low-cost housing scheme



The Oxo tower, on the South Bank, above the flats complex with tenants' balconies where the old loading bays used to be and, right, diners enjoy the view at the new Harvey Nichols restaurant



A mighty fanfare has greeted the opening of the new Harvey Nichols restaurant and brasserie, complete with the glamour of the ladies, who lunch and city folk striking breathtaking deals over their grilled, spatchcocked poussin.

The Oxo tower is already a new landmark on the London skyline, as well as the social scene, the red letters on the art-deco tower lighting up the night sky, and the glass-fronted restaurant and viewing platform designed by the architects Lifschutz Davidson, catching the eye of passing tourists.

Below, is a food court which will open at the end of the year, and on the ground floor there are design workshops which are already luring passers-by with their engravings, rugs and other designs.

But side-by-side the most fashionable eaterie in London is a scheme for low-cost housing for 300 people in 78 flats, just floors away from the restaurant, though no discounts are on offer.

It is an ironic mix of high-tech fashion with the worthy provision of housing for those on low incomes, a truly eclectic development.

The one, two and three-bedroom flats have a separate entrance and a lift from the commercial parts of the building, but share the same panoramic views. The third-floor laundrette has views of St Paul's Cathedral, and each flat has a balcony where the old Oxo loading bays used to be.

The spacious and light interiors have large windows, sweeping views of the Thames to the north, with the tree-lined Embankment between Blackfriars and Temple Gardens. To the south, lies Crystal Palace, visible on clear days.

The site is owned by Coin Street Community Builders (CSCB), and the flats are leased to the Coin Street Secondary Housing Co-operative (CSS), which in turn sub-leases the flats to the Redwood Housing Co-operative. The Oxo Tower is part of 13 acres of riverside land bought from the GLC for £1 million by a community action group, which became the CSCB in 1984. The group had been fighting against development plans since 1974, which proposed a massive office complex, including Europe's tallest skyscraper, on the South Bank.

Before the Redwood Co-operative, CSCB developed the Mulberry, Palm and Lime Co-operatives which also provide low-cost housing.

# Take one Oxo tower, a pinch of co-operation, and everyone's happy

ing, all close to the South Bank. The CSCB needed to raise £20 million funds to develop the first phase alone. So selling the lease to Harvey Nichols for the roof-top restaurant made most commercial sense, not only raising funds but the developers hope, helping to attract other retailers.

The second phase of the Redwood development will include a Thames discovery centre with a canopy running between the second-floor flats and the proposed offices and training centre behind.

The covenants attached to the land meant the site had to be developed to provide low-cost housing for those in desperate need. "We developed the community housing as a co-operative because it is a way to give each tenant, as a co-op member, control over their housing," says CSS housing director Christine Czechowski.

"It gives the tenants a sense of pride in their homes and so a better living environment. It also means that they can't exercise any rights to buy, so the property remains for the people it was originally set up to house: those in serious housing need."

Half of the tenants were drawn from CSS's mailing list, and were people with strong links with the area, or who have low-paid jobs in central London. The rest were nominated by Lambeth and Southwark Councils.

Before Adrian Northover and Susan Lynch could move into their flat with their two-year-old daughter, Rosa, last December, they had to complete a 27-hour training programme. Like all the 130 adult tenants of the Oxo flats, the couple were members of the Redwood Housing Co-operative, responsible for managing and maintaining their accommodation,

and setting their own rents and budgets.

The co-operative is run by a central management committee of tenants, with membership, finance, maintenance and health, safety and social sub-committees. The weekly rents, which range from £65.90 for a one-bedroom flat, to £103.07 for a

three-bedroom flat, are set by the tenants themselves, and cover the base rent charged by CSS on the sub-lease.

Ms Czechowski ran nine three-hour training sessions with Ash Charlton of Ace Training, aiming to help the new tenants to work as a team. "In one of our training

sessions we looked at how to be as unpleasant as possible to annoy your neighbours," says Ms Czechowski. "This would show members how to defuse situations and turn them around. We do have certain ground rules, such as no personal insults at meetings,

otherwise some could turn into bloodbaths in five minutes."

The group also ran a mock meeting with all 130 members to debate contentious issues, such as whether members with riverside views should pay more rent as only half of the flats face north, and who should have first priority for the limited car parking spaces available for members.

"We tried to evolve a parking space policy with members, so they were actually involved in the allocations," says Ms Czechowski.

The greatest advantage of the training, say Mr Northover and Ms Lynch, is that it helped them to meet other members of the co-operative. "We moved in with a respect for the other tenants. We had met them before and all felt that we were really trying to get along," says Ms Lynch.

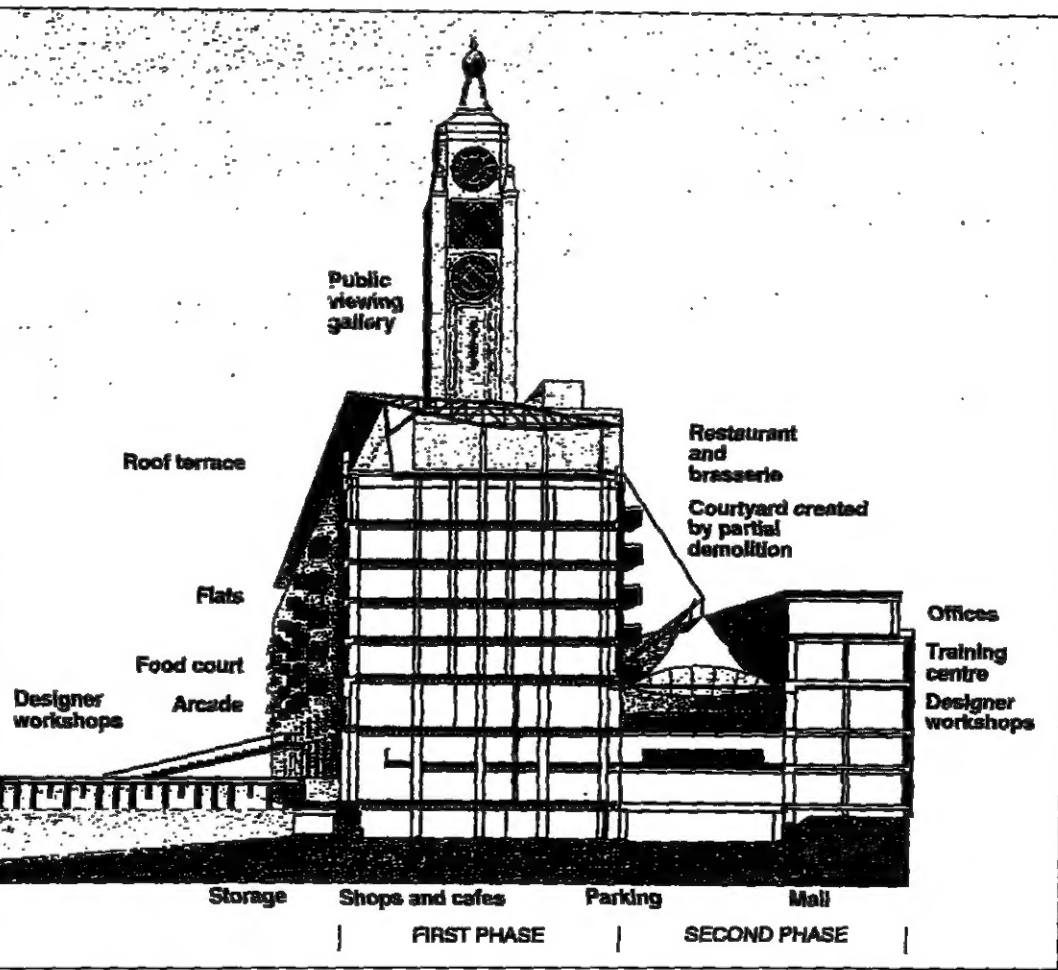
The co-operative holds a general meeting every three months. Mr Northover is a floor representative, responsible for dealing with problems such as noisy neighbours, and also on the maintenance committee, responsible for changing light bulbs, sorting out plumbing problems and such like.

"As a co-operative, we are all involved in sorting problems out," says Mr Northover. "Where we lived before, on the other side of Blackfriars Road, all complaints were dealt with through the council. But if we can talk to each other, problems don't get bigger."

"Now we are actually dealing with situations, we know what we need to do; at the training stage, things seemed a little abstract. In one of our last meetings we had a team-building exercise, where the chairman tied us all up with string."

The couple are also involved in the co-operative's newsletter, which includes local news, as well as stories about the tenants themselves. Ms Lynch has found this has given her the opportunity to do different things, such as using a friend's computer.

Parents with young children also share babysitting, and the children have plenty of room to play together in the wide corridors on each floor. Ms Lynch says. And already, a baby has been born in one of the flats. The family were able to celebrate with a bottle of Harvey Nichols champagne, sent to them as a gift from the restaurant upstairs.



## How living on 'Mars' could save the countryside

Christine Webb on plans to encourage people to work, rest and play in towns and cities

Creating general rules to guide good quality urban design is almost as elusive as writing the orchestra for a choir of angels: in complex areas the planners have many tunes to dance to, and some themes clash.

So John Gummer, the Minister for the Environment, has been keen to conduct a kind of experimental overview that will lead to a score to help create heavenly towns in the future.

His department's Urban Design Campaign aims to encourage planners and developers to recognise the importance of good urban design. If it succeeds, the benefits could be far-reaching, especially in view of the housing projections that suggest we will need to create more 4.4 million new households by the year 2016. For, if we wish to preserve our countryside by attracting people to live in towns and cities, we must develop townscapes that are good-looking, offer a pleasant lifestyle, and provide the right amenities.

To look at practical solutions for real problems thrown up by real towns, the Department of the Environment invited developers, councils and architects to submit planning proposals for actual sites. Out of 100 applications, 21 were selected as case studies and

provided with modest funding for public consultation or the development of design frameworks.

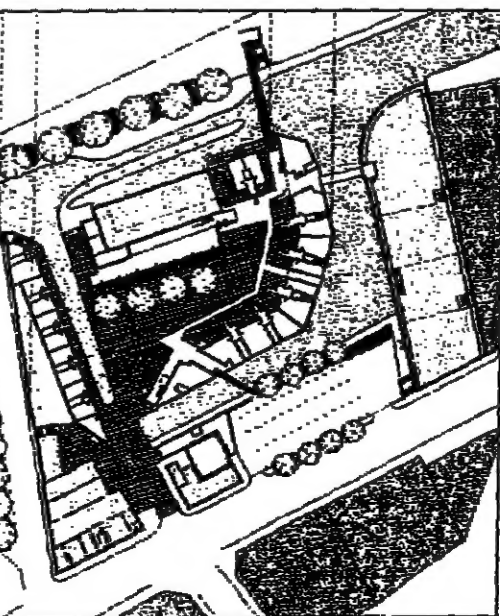
Most of the selected studies provide for mixed development, including housing in line with current policy which could be dubbed "Think Mars Bar": it encourages people to work, rest and play in one area by providing offices or factories, homes and entertainment within walking distance of each other, so that there is no need for a car.

Mr Gummer hopes such planning will "bring people and life back into the heart of our towns and cities". A classic case in point is industrial Digbeth in Birmingham, where only 40 people live, despite the fact that it is a five-minute walk from the city centre. Warwick Bar, Digbeth, a semi-detached canal-side industrial site, is one of the 21 case studies. It is a difficult site, bounded by a giant banana storehouse, and a large warehouse that was once used to store dates for HP Sauce.

A design study of the proposals was worked on by architects Fielden Clegg with a steering

group, which included British Waterways, the University of Central England and the City Council, in collaboration with the local community. Several community workshops were held and key principles for the site emerged. These included retaining existing historic buildings, such as the warehouses, and restoring the canal, where it had been filled.

The proposal is to use some of the existing buildings for offices and light industry, while converting the former date warehouse into an exhibition space, perhaps involving Birmingham's industrial heritage. The banana warehouse could be



Part of a redevelopment plan for Digbeth in Birmingham

converted into a canal-side pub or restaurant.

Woven into this existing landscape would be two new terraces of workshops, topped by flats. It is

into the dynamics, in the hope of enhancing what exists. But as the exhibition brochure pointed out, there are few aspects of urban design that can meaningfully be

considered in the abstract. "Design solutions may be constrained by a wide range of factors peculiar to the locality, the views of the community or the realities of the prevailing market," added the brochure article.

The case studies chosen were as diverse as possible. At Bridgewater, Somerset, rapid housing expansion that took place in the 1980s bears little relationship to the local character of the town. But 1,400 more houses are to be built on farmland south of the town, and there was concern that this would merely extend the suburban sprawl.

Here, rather than having to find a way to make sense of a scrambled industrial landscape, the challenge was to inject character and variety into an area that threatened to be too bland, and is especially sensitive since it is within view of the Quantock Hills, designated an Area of Outstanding Natural Beauty.

A team that included Sedgemoor District Council identified design principles based on the town's existing character and decided to establish two village-style neighbourhoods, focused on areas

of high building density and guided by the aim of creating a sense of place rather than being dictated to by highway considerations.

Several of the exhibitors have explored ways of consulting with the public, and the Environment Department will be examining their experience to discover if detailed public consultation produces good urban design. Further analysis and research will lead to a good practice guide, due for publication by next summer.

Some lessons have already been drawn: that good urban design is more acceptable to local communities; that it can promote a co-ordinated approach to development; that design briefs can be a useful tool, and that good design should be considered early in the planning process.

Other lessons, for example, the effectiveness of different approaches to urban design, have yet to be discovered. But it is to be hoped that the right ones unfold and will inform the planning of our towns so that new developments will harmonise with their surroundings, with each other, and with people. This, surely, will be music to Mr Gummer's ears.

## How to hire an interior decorator

Are interior decorators just for the wealthy? Caroline Clifton-Mogg, contributing editor to *Harpers & Queen* and the author of numerous decorating books, says: "The time has come to correct the misconceptions about cost. Decorators are serious about their work and how they charge."

The Interior Decorators and Designers Association was formed in 1966. Christine Searle, from the IDDA, says that many of its 300 members work on a fee basis. They, in turn, obtain competitive quotes from tradespeople.

"Other decorators buy materials and furnishings at wholesale prices and charge you the retail price," says Ms Searle. Others charge by the hour, and still others use a combination.

Ms Searle says clients should not be scared about talking about money. "Decorating is a job. You should agree the fees before the job begins and negotiate a contract by which both parties can abide."

Do your homework before hiring a designer, says Fleur Rossdale, organiser of the British Interior Design Exhibition. "Ask them round to your house for a flat, for hourly fee, and ask them for advice. Cut pictures from magazines to show them what sort of room you would like. Keep fabric cuttings and swatches. The more information you give them, the better."

Where do you find a decorator in the first place? The IDDA is a good starting point. Designers must satisfy the association that they have the required skills and training and prove that they have an established business of several years standing that operates in a professional manner. They have a directory of members and associates, and a database at their Chelsea Harbour headquarters where you can see a decorator's look.

Ms Rossdale also runs an advisory service and can often match would-be client with decorator. She charges £50 for an hour's consultation, and recommends a designer who will suit her client's personality and design requirements.

"If some one hires the wrong designer for their particular project, it can be absolutely disastrous," says Ms Rossdale. The list of experts in the box on the front cover should help.

The cautious could consider letting a designer loose on a single room, perhaps an insignificant one, to see how they work. This incidentally, says Ms Clifton-Mogg, is what most people do.

The decorating magazines can be a good source of ideas. *House and Garden* runs a regular column in which clients discuss their decorators and vice-versa. They give a nice flavour of the personalities of some of the better names.

"It's worth getting it right," Ms Searle says. "You will be spending a lot of time with your decorator. For many people it transcends a business relationship. The right designer will develop your confidence in your own taste."

RACHEL KELLY



16 PEOPLE & PROPERTY

# Bargain-hunters can find rich pickings.

A herb farm and a chalet are among properties which have had prices cut, writes Rachel Kelly

**T**his is our bargain column, the second of a series. We highlight houses which have been on the market for far longer than the six weeks, which Black Horse Agencies says is now the average time it takes to sell a house.

Most have had their prices cut. Here are castles, chalets and even a herb farm. Even those which haven't been cut in price may be potential bargains. Owners weary of 'For sale' signs should, in theory, be responsive to firm offers for less than the guide price.

About 18 months ago, Rodney Blois put Cockfield Hall on the market. It has been in his family for 300 years but interest was limited in the £950,000 mansion in Yoxford, Suffolk, which has 36 acres of land, nine bedrooms and two self-contained flats.

So seven months ago, the hall was taken off the market. "Some large country houses have development potential either as country house hotels or for conversion into flats or separate houses," says Hector Wykes-Sneyd of Carter Jonas, who are handling the sale.

He continues: "In this case I think it is most likely to be bought as a large family home, so there are only a limited number of people who will be interested."

Last month the property was relaunched with £275,000 slashed from the original asking price. Since then interest has soared, and the property has caught the eye of the rich and famous. One viewer was actor Jerome Flynn, of television's *Soldier, Soldier* fame.



The Herbarry: a business with a turnover of £80,000 a year that's been on the market for four years, now half price



Chalet Brames: ski room, sauna and access to the slopes



Domaine Des Colles: olive groves and a vineyard



Cockfield Hall: original asking price cut by £275,000



Waterford Castle: golf course hasn't tempted buyers



Flass: owners are awaiting a 'one-in-a-million applicant'

areas. Chalet Brames also has a billiards room, ski room and sauna with direct access to the lift system and slopes.

THE *Domaine Des Colles* property in Valbonne, France, has been on the market since April this year. Despite the lack of serious customers, the original price of 29,000,000 FF (£3.6 million) still stands. There are extensive olive groves and a vineyard in the property's grounds. The house contains four bedrooms and bathrooms, three of which are en suite, two reception rooms, two swimming pools and two guest cottages. Features include extensive terraces and a lookout tower.

THE *Herbarry* Prickwillow, near Ely in Cambridgeshire, is a herb farm and packing station that has a turnover of £80,000 a year and distributes to caterers, hotels and retailers all over the country. The business, to be sold as a going concern, is being offered for sale by its retiring owners, who will be on hand to provide assistance to purchasers for a hand-over period.

The business was first put on the market in April 1992 for £99,500, with an adjacent cottage for an additional £44,500. Although the price of the cottage is unchanged, the *Herbarry* has been halved in price to £49,750. This includes stock which is currently valued at £40,000 and all buildings and equipment.

Owner Peter Pettis was so disillusioned with his original estate agents that in 1994 he transferred to new agents Arthur, Griffiths and Mumford who specialise in selling commercial and agricultural businesses.

● **Buyers should contact** Carter Jonas for Cockfield Hall, 01473-212656; Strutt & Parker for Flass, 01425-561274; Andrew Hay for Waterford Castle, Patrick Dineen for Chalet Brames and *Domaine des Colles*, all with Knight Frank on 0171-629 8171; William Jackson at Knight Franks Edinburgh offices for *Dunbeath Castle* on 0131-225 8171; Mark Russell at Arthur, Griffiths and Mumford on 01586-765700 for the *Herbarry*. ● Additional research by Jane Marriot.

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